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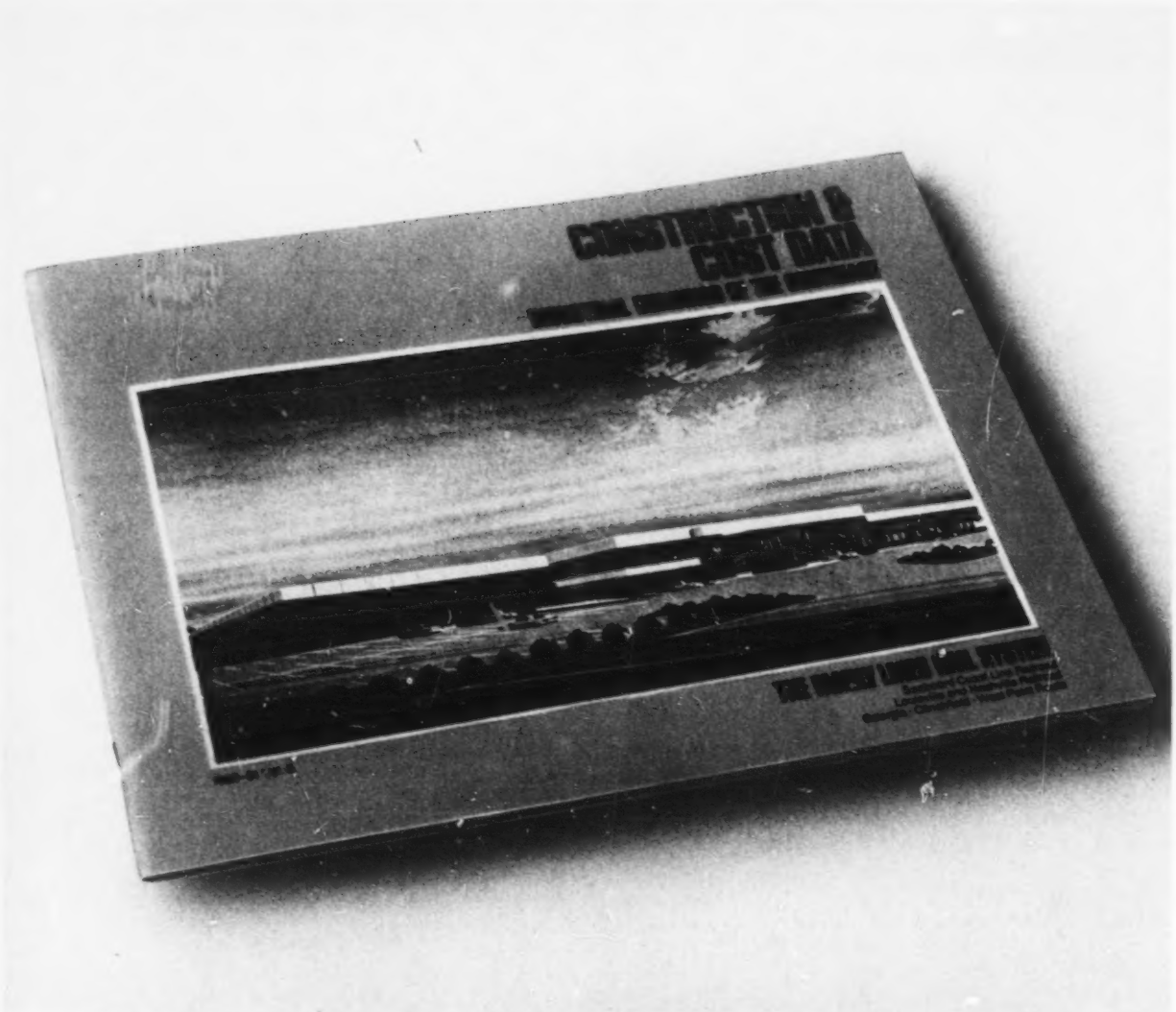

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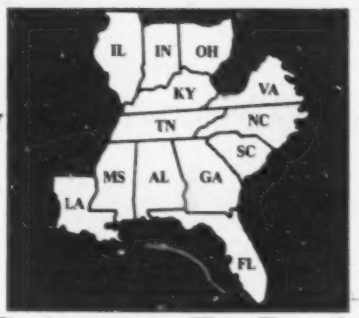

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8 Ways to Get the Most from an Area Development Agency

By Ted M. Levine, President, Development Counsellors International Ltd., New York

Some site selectors think the services offered free by area development groups should be valued at exactly what they cost— nothing!

Others think that such services are literally worth their weight in gold—even at the currently inflated prices.

In working in the area-development vineyard for the past 21 years, we at Development Counsellors have become increasingly convinced that whether you as a facilities planner swear at or swear by area developers rests not so much on them but on you yourself.

Depending on whom you listen to, there are somewhere between 7,500 and 20,000 area development groups in the United States spending close to $50 million annually in order to win a share of over $80-billion in yearly capital investments. These outfits range literally all over the map, from a part-time volunteer working at home to vast economic development corporations and departments with staffs in the hundreds.

Many of these organizations advertise in this issue of PLANT LOCATION. Despite all of their apparent diversity, nearly all area-development organizations exhibit certain common desires: to broaden the economic base of their community, to attract jobs and prosperity, and, most important for our purposes, to help people like you by providing the foundation facts and data upon which any corporate expansion or establishment must rest. And they can help you do just that if you know how best to utilize them. That *if* is the operative word.

How, then, do you as a selector of sites get the best and most out of the developer of sites? In the last two decades, DCI has observed how hundreds of facilities locators make contact with and relate to economic development executives. Based on this experience and, where possible, on comments by the developers themselves, here are some techniques and tactics that, we have found over the years, seem to work out in practice:

1 Start at the state level: Today all the 50 United States have economic development instrumentalities, camouflaged under a variety of titles, and most are relatively smart, sophisticated and well staffed. The beauty of starting here is that for both political and economic reasons the state cannot favor one region, sector or community.

If you begin by providing the state development office with your specifications, they can often with the advantage of computer capability get back to you (in some cases in minutes) with which places, sites, and often buildings that can work best for you. From then on you can begin to operate at the more local level.

As Tom Bash, executive assistant for economic development to Missouri Governor Kit Bond, puts it succinctly: "You tell us your needs; we'll telll you where you can best meet those needs within the State of Missouri."

2 Tell the whole truth: Whether you are dealing at the state level or any other development level, don't shilly-shally about what you're after. Spell it out in chapter and verse instead of taking anything for granted.

A leading foreign economic developer, Martin Cracknell, Chief Executive of the Glenrothes Development Corporation in Scotland put it this way for us (and the same applies in the U.S.):

"My advice to any company seeking help from a development authority such as ours is: present it in the form of a written brief in advance of first discussions. You will be amazed how much in the way of detailed plans, costs, and other essential information will be on the table when you arrive, streamlining discussion and speeding the day when you can start making both products and profits. Let me give you a specific example: Coors Porcelain of Colorado. They presented us with a thick schedule of their requirements ahead of our first meeting, and less than a year later they are already in production in a 20,000 square foot factory."

Or, to put it negatively, I recall the sad tale of a small company that required certain raw materials that just weren't available in a specific community. Instead of saying so at the beginning, the company and its representatives wasted everybody's time for almost six weeks before providing this vital piece of information.

3 If you want confidentiality, ask for it. This is a related point. Some site selectors say they are forced to hide the facts because they are afraid of premature disclosure. We have come upon cases where, indeed, such disclosure took place, but never where the selector made a *specific* request for secrecy. Don't take a chance: make the request.

4 Always check to make sure you have a positive commitment by elected officials: As you know so vividly, politicians can make you or break you by the way they handle such matters as building permits, health department approvals, utility connections and so much else. Even if the facts presented by your area development counterpart suggest the right climate for operation, make sure that the governmental entities will facilitate rather than hinder your progress.

And, increasingly, progressive cities and counties remove the blockages. Here's the testimony, for example, of Jim Threatte, who heads the development program for Maryland's Prince George's County:

"When County Executive Lawrence J. Hogan was elected in 1978, he established a 'fast track' to help site selectors and developers get past the snarls of bureaucratic red tape.

"The system works this way: The County Executive meets with the selector, and all of the agency and department heads responsible for administering relevant government policies. The

site selector is then placed at the top of a priority list and is literally issued a 'red letter.' When he shows up for service by any county government office, he presents his 'red letter' and goes to the top of the pile for consideration. It's our county's way of saying 'we want you'."

Look for this kind of spirit of governmental cooperation when you talk to area developers.

5 Work with only one development organization in a region: Most developers will give you a much better brand of service if they feel you are working with them on at least a temporarily exclusive basis. Then you can move on to other groups if you don't get what you're looking for.

Tom Ferguson, who is President of the Dayton Development Council in Dayton, Ohio, puts it this way: "For the alert site selection executive, exclusivity can provide a powerful degree of leverage. You are saying to an area development group like ours in effect: right now we're not going to anybody else in your area, so give us your best shot, your best deal, your most up-to-date information. And that's just what we'll do!"

6 Take advantage of your small size: This may come as a surprise, since there is an entirely fallacious view that area development groups tend to curry favor with only the big boys. Actually, the opposite tends to be the case. As many of our clients have told us, the blue chip companies like W.R. Grace or Westinghouse have the staffs to carry out a move or an expansion smooth as silk. It's the smaller companies that need help and expertise, and, increasingly, area-development organizations can provide a high level of technical assistance.

Don Newton, executive vice president of the Birmingham Area Chamber of Commerce, told us this: "As far as the role of small business in economic development is concerned, my feeling is that this represents the guts of any successful development program. My premise is that the community is much better served if it can attract 10 companies with 10 employees each rather than one company with 100 employees. The smaller companies are easier to attract and assist, because their development expertise generally is limited, and they are in greater need of and appreciative for greater personalized direct service."

John Germ, chairman of the Greater Chattanooga Area Economic Development Council, joins in: "Chattanooga has more than 600 manufacturing companies producing some 1,500 products. The majority of these companies are small or very small. We feel it is important to maintain an environment that is favorable to small business. That's why the top priority for us in 1982 is to emphasize the importance of small business by providing them with support programs that will help them not only to maintain present employment levels but also to create new jobs."

7 Transform developers into consulants: This is a related point. A growing proportion of area-development entities now have either a research economist on staff or a continuing working relationship with the top university in the area, and that valuable kind of expertise is available to you at no cost.

Right now I have on my desk a 32-page study of three different kinds of labor availability in a two-county area. It was developed over three months by a regional development association for a client. It would have cost something between $12,000 and $20,000 if contracted privately, and this was the key factor in an important location decision in a Middle Atlantic state.

That kind of sophisticated data gathering and analysis is also available to you on an individualized basis—but only if you ask for it.

8 Once you've established yourself, keep calling on the development group: Maybe this is the most important point of all. A decade or so ago, the motto of many area-development organizations was "find 'em and forget 'em." Now this attitude has faded with the realization that existing business is the basis of most new growth virtually everywhere in the country. In fact, something over three-quarters of job expansion in most communities comes from local rather than outside sources.

Translated into practicality, this simply means that once you've established a facility in a locality you shouldn't stop dealing with its area-development representative. In fact, that's only the beginning!

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The Attractions of Leasing

by **Lawrence J. Pelka,** Executive Vice President, Equipment Division, Associates Commercial Corp.

If there is one adjective that applies to the leasing industry, it is "resilient." From the basic concept that ownership is less important than use, the industry has grown to a point today where well over $150 billion of eqiupment is now on lease. The leasing industry has grown dramatically in recent years despite great changes in the accounting and tax treatment of leases.

The "safe-harbor" lease rules enacted as part of the Economic Recovery Act of 1981, have received much press coverage in recent weeks — much of it unfavorable. However, the questionable future of this recent innovation should not lead anyone into believing that leasing will not survive and flourish no matter what legislation ensues.

The reason for my optimism is quite clear. Leasing has become a viable alternative to straight finance or cash purchases when any executive thinks about acquiring equipment. There is a wide variety of lessors, ranging from giants who offer sophisticated leverage leases on large-ticket items to independents who offer lease packages for any equipment going into a plant. With all this competition for the leasing dollar, very advantageous programs can be facilitated for the company who wishes to lease.

WHY LEASE?

So the real question is: Why lease? Let's look briefly at some of the major advantages leasing offers.

1 **Tax Implications.** New business or industrial equipment that qualifies entitles the purchaser to certain tax benefits, mainly investment tax credit (ITC) and depreciation. Any company wishing to lease must decide whether the transfer of those benefits to the lessor in exchange for lower lease payments is worth the price. This, of course, involves assistance from tax counsel.

Any lessor entering into a lease should be certain where the tax benefits lie. Many leases can be structured so the lessee—mainly the acquiring company—can use the benefits of ITC and depreciation. These are negotiable points and should be covered adequately in writing by the lessor so the lessee can be very certain of the economics of the transaction.

It should be noted that "pre-safe-harbor" true leases almost always involved a "fair-market-value purchase option." This meant that the lessee exchanged the tax benefits for a lower lease payment during the term of the lease, and also agreed that any purchase at the end of the lease term would be at fair market value.

However, double-digit inflation during the past decade has resulted in purchase option prices that were a sizable percentage of the original purchase price. Safe-harbor leasing enacted in 1981 eliminated the fair-market-value purchase option, but we will have to see what the future will bring. Recent congressional comments on the safe-harbor portion of the 1981 Economic Recovery Act indicate there will likely be a major review of this legislation. In any event, the tax implication of the lease are an important ingredient to be considered.

2 **Flexibility.** One of the reasons leasing has become so popular is lessors have devised flexible and easy methods for lessees to acquire equipment. Many vendors have set up lease plans through financial institutions whereby their equipment can be leased on very advantageous terms. Any company acquiring equipment should inquire about the availability of a lease package from the vendor.

Further, many companies will set up a "master lease" with a leasing company to cover equipment purchased over an extended period. In this way, a one-page schedule is completed when equipment is acquired. This can streamline the paperwork associated with the lease and also establish a line of credit to be used during the fiscal year.

Also, a knowledgable lessor should be able to package a lease and customize it in such a way to make it most advantageous to the customer. This may involve skip periods, floating rates, staggered lease payments, etc. If there is any one quality that has made the leasing industry grow, it has been the flexibility shown by lessors in meeting the needs of their customers.

3 **Conservation of capital:** It goes without saying that a cash purchase has a negative effect upon cash flow. Further, a financed transaction will often require a sizable cash down payment. Leasing often enables the customer to acquire equipment with the least amount of cash. During days of high interest rates and management's eye toward cash flow, it is easy to see how leasing can benefit companies that wish to put their cash to other uses.

It would be advantageous for any lessee to employ present-value analysis for any acquisition to see which method is best. Very often, the most expensive transaction of face value can be the least expensive from a present-value standpoint.

It is also true that a leasing line would often keep important bank lines open for seasonal or unforeseen needs. For example, it might be unwise to use your bank lines when acquiring an expensive machine tool.

An imaginative leasing company should be able to structure a long-term lease tying in your lease payments to the savings expected from the acquisition, or to the profits generated.

In this way, you have acquired needed equipment with debt well in line with your cash flow, and you have not disturbed your bank lines. This can be done with a minimum of red tape and time delay.

4 **Financial statement implications:** From an accounting standpoint, any lease can be described as either an operating lease or a capital lease. Most leases are capital leases, in that the lease transfers ownership of the property to the lessee by the end of the lease term, or the lease contains a bargain-purchase option. There are other criteria for capital leases which should be discussed with your accountant.

If a lease is considered a capital lease, the lessee should record the lease as an asset with a corresponding liability based on a predetermined formula. An operating lease, on the other hand, requires entries only on the operating statement, listing the rentals as expenses.

LEASE WHAT?

Now that you've seen some of the advantages of leasing, you may want to know what equipment can be leased? If you look around your office or your plant, practically every item you see can be leased. On top of this, the cars and trucks used in your operation can be leased, too.

In conclusion, your decision to lease can be as simple or as complex as you wish. With the help of a qualified leasing company and proper tax and accounting advice, leasing can be an avenue to greater profitability through the use of revenue producing equipment.

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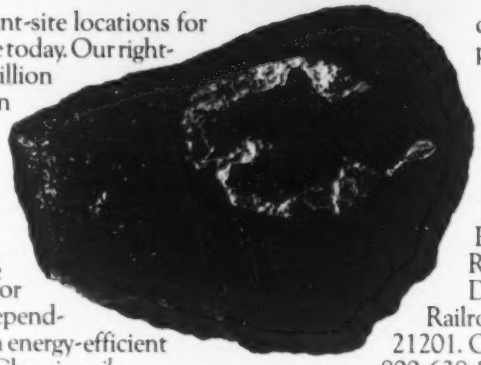

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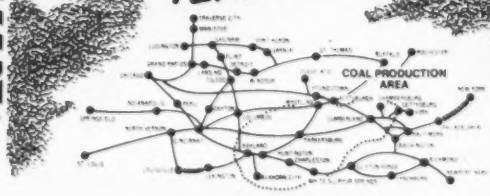

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There's also invaluable information available to you, on a confidential one-to-one basis, from members of our High Technology Task Force: senior executives from Illinois high tech firms and related fields such as finance, who have made themselves available on a volunteer basis to provide critical information to executives of companies considering locating in Illinois.

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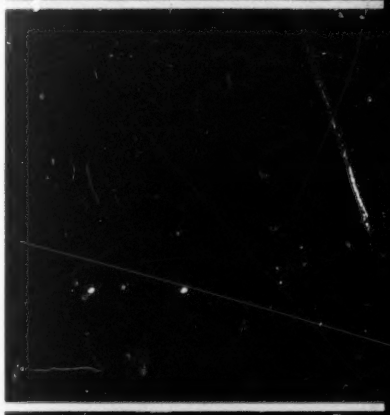

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Building experts point way to energy efficiency

Suggestions from four bank builders cover insulation, lighting, planning, and more

While not as pressing a concern as the high cost of funds, energy costs are nevertheless a key consideration for bank executives. Interviews with leading bank-building specialists confirm that energy efficiency is the single most important consideration when looking at national building trends.

Whether it involves elaborate electronically controlled environmental systems, or so-called passive conservation features, bank buildings increasingly reflect the high cost of energy, say the experts.

What follows is a collection of energy-saving features.

Hot computers. Roy West, staff consultant for Austin Corp., of Cleveland, reports that one of the innovations Austin is using more often than in the past is to capture the heat generated by computers and use it to heat a building. West says that a mainframe computer generates about as much heat as a residential furnace.

Typically, this heat is just vented away. But in several installations—in cooler climates—Austin has designed systems to redistribute computer heat to other parts of a building.

First Security Corp.'s operations center near Salt Lake City has such a system, says West. Here, only a small furnace is needed to heat the parts of the building near its perimeter; heat from the computers and from the lights suffices elsewhere.

Although computer-heat systems are an obvious consideration for any new bank operations building, West says they may also be feasible when retrofitting a building.

Cooling with heat. In warmer climes, the heat generated by computers or other equipment can be used for cooling purposes, using a technique called the absorption process. West notes that this process, taken alone, is inefficient as a cooling process when compared to other methods. However, if the heat is there and just being vented away, the process makes sense.

Security Pacific National Bank may make use of this technology at its new Brea, Calif., operations center. But this is contingent upon another project the bank is contemplating. That is an on-site co-generation facility.

If plans move ahead for this, the bank will build an electrical generating station integral with the new operations center. The generators, according to Carl Beer, who is in charge of building the new center, would be run by gas turbines. The heat from these would be used to generate steam and to run the air conditioning system.

Back to basics. Security Pacific's proposed generating station is quite interesting, but even among large organizations it's atypical. Plenty of other ideas, though, are do-able.

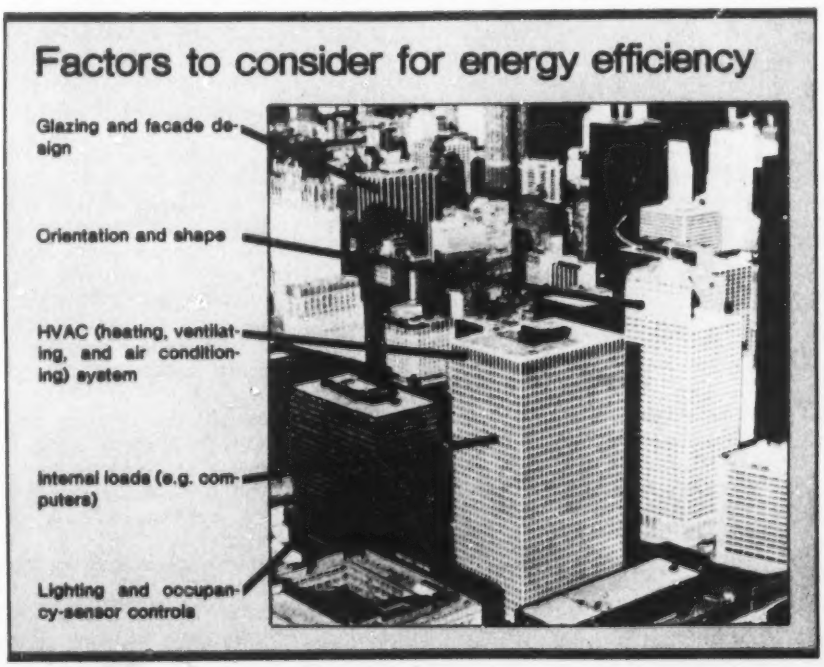
For two years now Bank Building Corp. has been focusing on such down-to-earth solutions. It's part of the St. Louis company's Energy Consciousness and Conservation program.

"We decided that we needed to get back to basics," relates BBC Director of Architecture Ireneus Harasymiak. Basics include such things as a building's orientation—how it is positioned on a plot of land, which determines its exposure to the sun. It also includes earth berms—ridges or mounds—which can be positioned to deflect wind away from a building or can be built right up against a building to reduce the amount of exposed wall.

Glass exposure (fenestration in architectural parlance) is another basic that BBC and others are rethinking. Designers had gotten to the point where the amount of glass in a building's design was considered only from an aesthetic point of view, Harasymiak contends.

Now, BBC designers try to limit glass area to 25% of a building's exterior. "It gives a more solid look," says the BBC architect.

Different materials. Glass isn't the only building material coming under scrutiny. Harasymiak says BBC avoids using certain materials which it has determined to be "energy hogs." Aluminum curtain walls—long in vogue for large structures—are one example he cites. Both the metal and the glass of such exterior


Factors to consider for energy efficiency
Glazing and facade design
Orientation and shape
HVAC (heating, ventilating, and air conditioning) system
Internal loads (e.g. computers)
Lighting and occupancy-sensor controls

"Energy conservation isn't just one solution. It's many little things"

walls transmit heat and cold more readily than other materials. A better solution, says Harasymiak, is something called a masonry cavity wall. It consists of a layer each of brick, air space, cinder block, insulation, and then sheetrock.

"We don't want to design all-glass buildings anymore, and we don't want to design only bunker-type buildings either," says Harasymiak. "But we should lean toward the bunker. It's a design challenge to make such buildings attractive."

Retrofitting. A growing trend noticed by the Bank Building Corp. people is the interest by banks in energy retrofits in conjunction with remodeling or expansion.

"Usually we look at the existing HVAC [heating, ventilating, air conditioning] system to see if it is right or if it is an energy hog," Harasymiak explains. "Beyond that, we may suggest adding a layer of insulation and sheetrock on the inside of exterior walls, or we may suggest blocking off some windows, adding insulation between floors, building a vestibule air lock, etc.

"The point is, energy conservation isn't just one solution. It's a multiple of little things."

"In the past, the tendency has been to light all areas more or less equally," observes Robert R. Keyes, executive vice president of HBE Corp., also of St. Louis. "We're now moving toward the use of task lighting—that is, concentrating lighting on work areas and minimizing lighting in adjacent areas."

In addition, HBE and others are specifying mercury vapor or halide lighting more often versus incandescent lighting, to reduce power use. Even compared to fluorescent, mercury vapor and halide lighting are a little less expensive to use, according to Keyes.

A secondary, but very real, benefit from more efficient lighting is reduced heat output. That of course means less work for air conditioning.

From the outside. Shifting back to the subject of insulation for a moment, HBE makes use of something called exterior-applied polystyrene insulation. That may not roll off your tongue very readily, but it's a clever technique with several benefits. As Keyes explains, this plastic insulation is applied to the exterior of a building and covered over with synthetic plaster. The result is less heat transfer into or out of the building, and less expansion and contraction of the exterior walls. The latter can mean reduced maintenance and longer building life. And by placing the insulation outside, says Keyes, no interior floor space is lost.

Energy awareness. Despite the wave of energy-saving materials and techniques that began appearing after the 1973 oil embargo, many building owners still don't understand how to find and reduce energy fat. So says Joseph Newman, president of Tishman Research Corp., New York. The company is a subsidiary of the giant realty and construction concern based in Manhattan.

"If I had to select one energy priority to be followed by an owner," says Newman, "I would recommend that he ask for two numbers to be put on his desk at the same time every month.

"These numbers would tell how much energy each building in his company has consumed the prior month, and how much energy each building consumed during the same month the prior year."

The numbers should be compiled by the building or property manager, Newman continues, just as an accountant would generate a profit-and-loss statement. The numbers should be presented uniformly in the basic energy measure: BTUs per square foot per month. This is just a question of converting kilowatt hours, gallons of oil, pounds of steam, and cubic feet of gas—all gathered from utility bills—into BTUs. It's not a difficult conversion.

The energy numbers, says Newman, should reflect, or be adjusted for, weather and significant changes such as the addition of a computer. Once adjusted, the numbers allow not only year-to-year comparisons of the same building, but building-to-building comparisons within the same bank, or comparisons with banks or other companies in the same region.

Fat trimming. If the energy consumption numbers suggest a building has energy fat, Newman suggests as a first step some older, but still effective, methods. These include:

- Use variable speed cooling and heating fans;
- Use separate local air conditioners to accommodate limited after-hours activities;
- Close fresh-air dampers on air conditioners during warm-up and cool-down cycles—but only if the building is unoccupied; and
- Raise water temperature in the refrigeration machines of your air conditioning system.

Design tool. The above suggestions are retroactive savers. Tishman Research also has a tool to assist in energy saving during the design stage of a new building. It's called G-SEET.

The Graphic Simplified Energy Estimation Technique is a way for a building designer to estimate visually the energy performance of a proposed building. The operative word of this tool is Simplified.

Estimating energy performance is not new. What Tishman has done is to provide a program (it will operate with or without a computer) to convert the usual plethora of numbers into graphic form.

Says Newman: Any company executive planning a new building should require the designer to use this type of tool.

Factors considered by this energy-estimate model include climate, building orientation, and the amount of daylight entering the building. When this and other data have been plugged in, the model produces reports on a building's energy performance in different "thermal" zones; each facade would comprise a zone, and the interior of the building would comprise a zone.

More savers. In the next year or so, Newman expects several new products will become available to supplement the energy-saving tips and techniques already cited. Among them are:

- Automatic light controls that sense when a person leaves the room;
- Dimmers that adjust lighting according to the amount of daylight entering an area;
- Improved insulating glass systems; and
- Simplified and more reliable automated systems that can be programmed by users to control heating and cooling in different zones.

With more ways to conserve, building owners must take the initial step to motivate their staffs to track consumption and consider new technology, Newman says, "or, they stand to lose a tremendous amount of money." □

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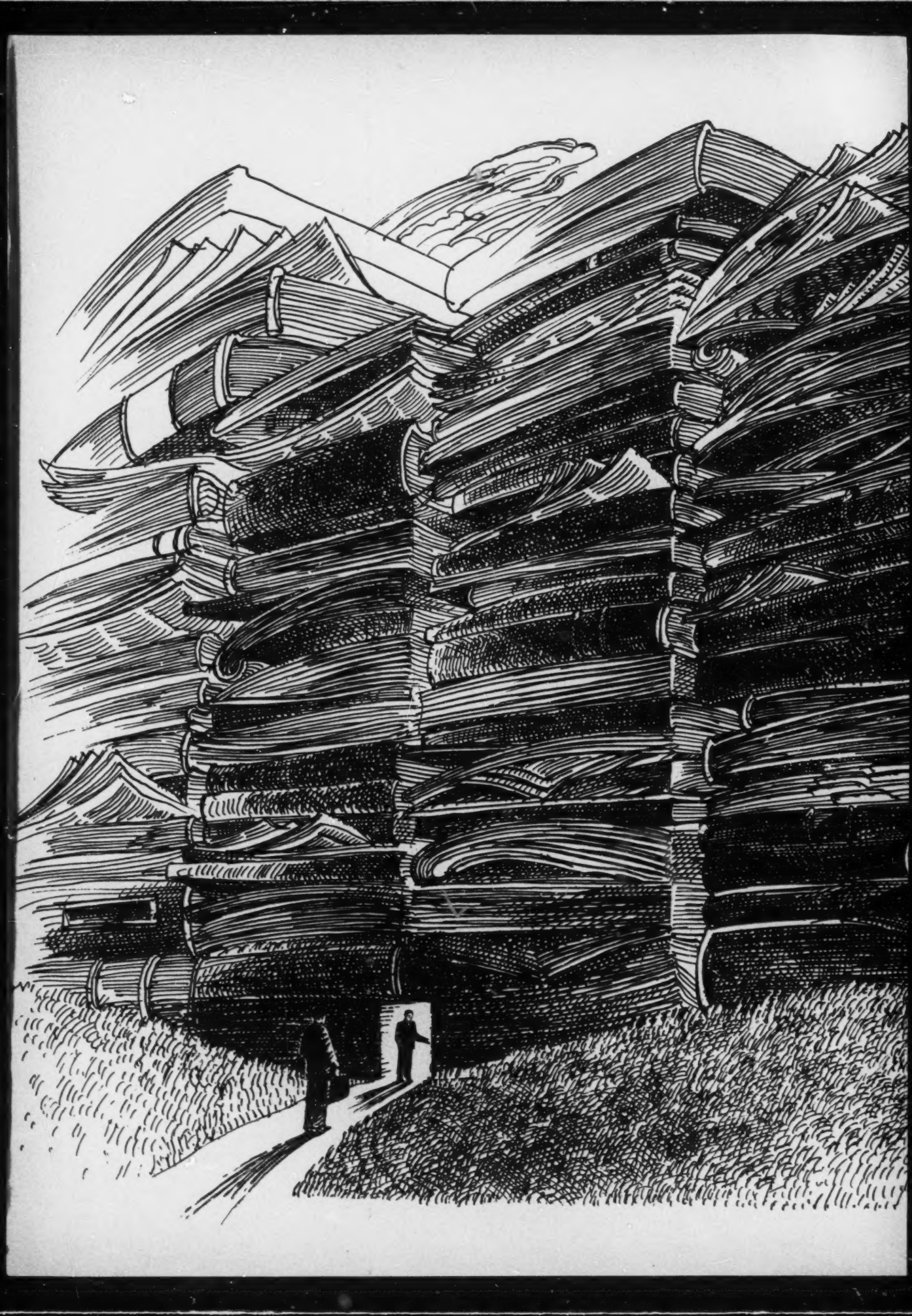

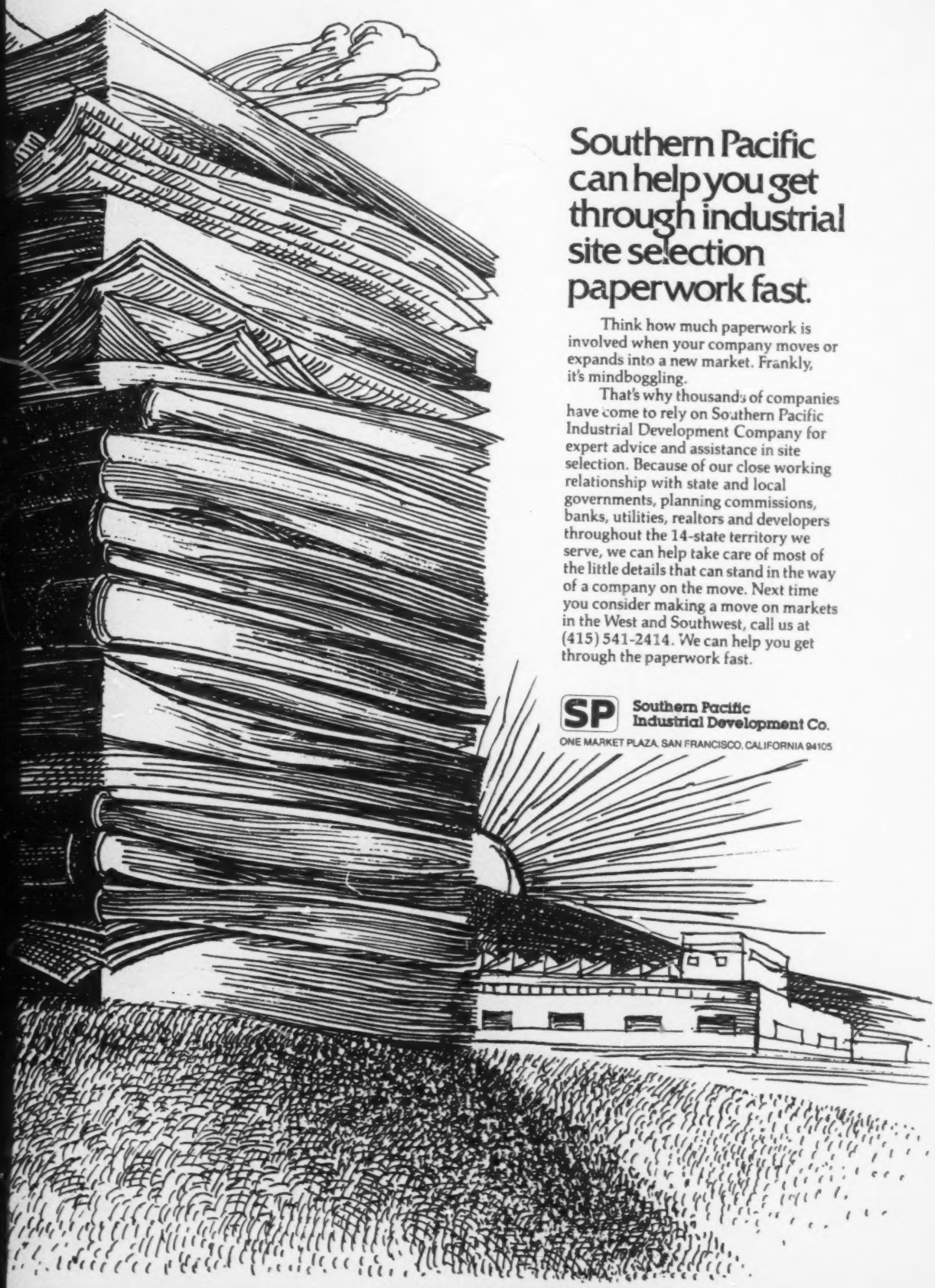

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J. C. Bolduc, Gen. Mgr. RE
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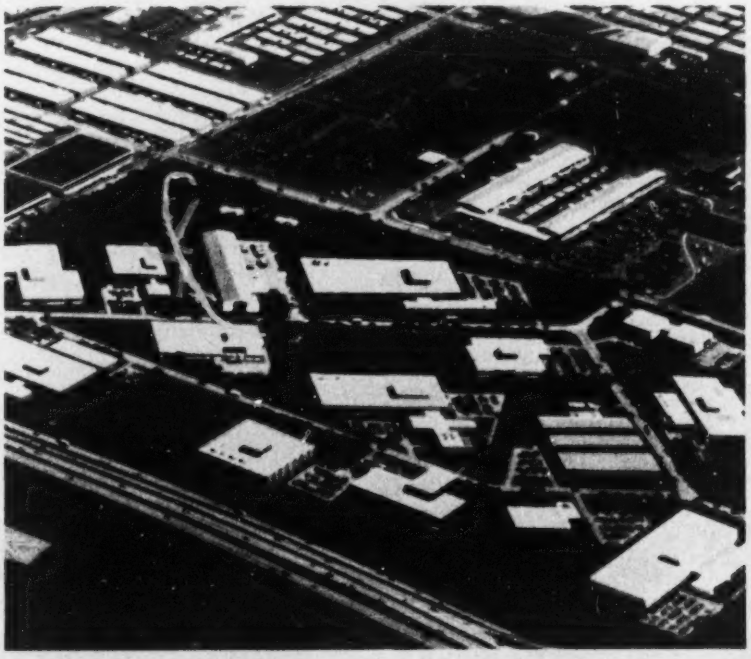

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Daryl E. Capurro, Man. Dir.
Nevada Motor Transport Assn., Inc.
P.O. Box 7320
Reno, NV 89510
(702) 331-6884

NEW HAMPSHIRE
Maureen B. Champa, Man. Dir.
New Hampshire Motor Transport Assn.
77 North Main Street
Concord, NH 03301
(603) 224-7337

NEW JERSEY
Paul Stalknecht, Man. Dir.
New Jersey Motor Truck Assn.
160 Tices Lane
East Brunswick, NJ 08816
(201) 254-5000

NEW MEXICO
J. O. Larson, Managing Director
New Mexico Motor Carriers Assn., Inc.
1500 Indian School Road, NE
P.O. Box 25266
Albuquerque, NM 87125
(505) 243-2245

NEW YORK
Frank J. Lasar, Admin. Dir.
New York State Motor Truck Assn.
257 Park Avenue South
New York, NY 10010
(212) 674-4141

NORTH CAROLINA
J. T. Outlaw, Exec. V.P.
North Carolina Motor Carriers Assn., Inc.
219 W. Martin Street
P.O. Box 2977
Raleigh, NC 27602
(919) 834-0387

NORTH DAKOTA
LeRoy H. Ernst, Man. Dir.
North Dakota Motor Carriers Assn., Inc.
1031 E. Interstate Ave.
P.O. Box 874
Bismark, ND 58502
(701) 223-2700

OHIO
Donald B. Smith, Exec. V.P.
Ohio Trucking Association
50 W. Broad St., Suite 1111
Columbus, OH 43215
(614) 221-5375

OKLAHOMA
Vince Robinson, CAE, Pres.
Associated Motor Carriers of Oklahoma, Inc.
P.O. Box 14607
Oklahoma City, OK 73113
(405) 843-9488

OREGON
Robert R. Knipe, Pres.
Oregon Trucking Associations
1500 N.E. Irving Street
#400, 1500 Plaza Bldg.
Portland, OR 97232
(503) 233-7673

PENNSYLVANIA
William F. Richardson, III
President
Pennsylvania Motor Truck Assn.
P.O. Box 276
Camp Hill, PA 17011
(717) 761-7122

RHODE ISLAND
George Loomis, Exec. Dir.
Rhode Island Truck Owners Assn.
1240 Pawtucket Avenue
Rumford, RI 02916
(401) 438-0410

SOUTH CAROLINA
Samuel L. Boylston, Gen. Man.
Motor Transportation Assn. of South Carolina, Inc.
P.O. Box 50166
Columbia, SC 29250
(803) 799-4306

SOUTH DAKOTA
Gerald Wheeler, Exec. Dir.
South Dakota Trucking Assn.
525 West 22nd Street
Sioux Falls, SD 57105
(605) 334-8871

TENNESSEE
Bobby Lee Pitts, Exec. V.P.
Tennessee Motor Transport Assn.
212 Capitol Boulevard
Nashville, TN 37219
(615) 255-0558

TEXAS
Terry Townsend, CAE, Pres.
Texas Motor Transportation Assn., Inc.
700 East 11th Street
P.O. Box 1669
Austin, TX 78767
(512) 478-2541

UTAH
Otis Winn, Exec. V.P.
Utah Motor Transport Assn.
223 W. 7th South
P.O. Box 1769
Salt Lake City, UT 84110
(801) 364-6464

VERMONT
Alice Ennis, Exec. Sec'y.
Vermont Truck & Bus Assn., Inc.
P.O. Box 271
Barre, VT 05641
(802) 479-1778

VIRGINIA
L. Ray Ashworth, Exec. V.P.
Virginia Highway Users Assn., Inc.
104 West Franklin St. Suite D
Richmond, VA 23220
(804) 649-9311

WASHINGTON
Marty Sangster, Man. Dir.
Washington Trucking Association, Inc.
P.O. Box 81086
Seattle, WA 98108
(206) 682-0250

WEST VIRGINIA
Robert E. Stanley, Man. Dir.
West Virginia Motor Truck Assn., Inc.
P.O. Box 5187, Capitol Station
Charleston, WV 25311
(304) 345-2800

WISCONSIN
Thomas Howells, Pres.
Wisconsin Motor Carriers Assn.
125 W. Doty Street
Madison, WI 53703
(608) 255-6789

WYOMING
L. E. Meredith, Man. Dir.
Wyoming Trucking Assn., Inc.
109 Rancho Drive
P.O. Box 1909
Casper, WY 82602
(307) 234-1579

Water Carriers

Kucera, Anthony L., Pres.
American Waterways, Operators, Inc.
1600 Wilson Blvd., Suite 1101
Arlington, VA 22209
703/841-9300

Creedy, John A., Pres.
Water Transport Assn.
60 E. 42nd St.
New York, N.Y. 10017
212/697-0860

DIRECTORY OF U.S. FOREIGN-TRADE ZONES

John Dapont, Exec. Secretary
Foreign Trade Zones Board
U.S. Dept. of Commerce
Washington, D.C. 20230
202/377-2862

Zone No. 1, New York City
Sol Braun
Brooklyn Navy Yard
Brooklyn, N.Y. 11205
212/834-1300

Zone No. 2, New Orleans
Robert Dee
P.O. Box 60046
New Orleans, LA 70160
504/897-0189

Zone No. 3 & Sub-zone 3-A, San Francisco
Ed Osgood
Foreign Trade Services, Inc.
Pier 23
San Francisco, CA 94111
415/391-0176

Zone No. 5, Seattle
R. C. McQuigg
P.O. Box 1209
Seattle, Washington 98111
206/382-3275

Zone No. 7, Mayaguez, Puerto Rico
Neil Montilla
G.P.O. 2350
San Juan, P.R. 00936
809/767-4747

Zone No. 8, Toledo
Frank E. Miller
3332 St. Lawrence Drive
Toledo, OH 43605
419/698-8026

Zone No. 9 & Sub-zone 9-A, Honolulu
Homer Maxey
Pier 39
Honolulu, HI 96817
808/548-5435

Zone No. 12, McAllen
Frank Birkhead
6401 South 33rd St.
McAllen, TX 78501
512/682-4306

Zone No. 14, Little Rock
Robert Brave
Little Rock Port Authority
7500 Lindsey Rd.
Little Rock, AR 72206
501/490-1468

Zone No. 15, Kansas City
R. Chris Wyatt
920 Main St.
Kansas City, MO 64105
816/421-7666

Zone No. 16, Sault Ste. Marie
James Knight
Sault Industrial Park
Sault Ste. Marie, MI 49783
906/635-9131

Zone No. 17, Kansas City
R. Chris Wyatt
Greater Kansas City Foreign-Trade Zone, Inc.
920 Main St., 600 Charter Bank Center
Kansas City, MO 64105
816/421-7666

Zone No. 18, San Jose
Paul Thiltgen
2001 Fortune Drive
San Jose, CA 95131
408/263-5000

Zone No. 19, Omaha
Irvin H. Smith
Omaha Douglas Civic Center #701
1819 Farnam St.
Omaha, NE 68183
402/444-5921

Zone No. 20, Suffolk
John Hunter
1600 Maritime Tower
Norfolk, VA 23510
804/622-1671

Zone No. 21, Dorchester County
A. M. Quattlebaum
2725 West 5th North St.
Summerville, S.C. 29483
803/871-4870

Zone No. 22, Chicago
Thomas Ryan
12700 Butler Dr.
Lake Calumet Harbor
Chicago, IL 60633
312/646-4400

Zone No. 23, Buffalo
George K. Keitner
901 Fuhrmann Blvd.
Buffalo, NY 14202
716/856-4436

Zone No. 24 & Subzone 24-A, Pittston
James Pettinger
Eastern Distribution Center, Inc.
P.O. Box 762
Pittston, PA 18640
717/655-5563

Zone No. 25, Port Everglades
Albert J. Redhammer
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

Zone No. 26, Shenandoah
Richard Naspinski
Atlanta Foreign-Trade Zone
50 Amlajack Blvd.
Shenandoah, GA 30265
404/577-4820

Zone No. 27 and Subzone 27A — Massport
Carolyn Yee
99 High St.
Boston, MA 02110
617/482-2930

Zone No. 28, New Bedford
Norman A. Bergeron
Industrial Development Commission
1213 Purchase St.
New Bedford, MA 02740
617/997-6501

Zone No. 29, Louisville
James Kellow
6310 Cane Run Rd.
Louisville, KY 40258
502/935-6024

Zone No. 30, Salt Lake City
Shizako K. Zapon
Room 314 City & County Bldg.
Salt Lake City, UT 84111
801/535-7902

Zone No. 31, Granite City
Oscar Nazetta
2801 Rock Rd.
Granite City, IL 62040
618/877-8444

Zone No. 32, Miami
Sandra Gonzalez
391 N.E. 15th Street
Miami, FL 33132
305/350-7700

Zone No. 33 & Subzone 33-A, Pittsburgh
Hiram Milton
534 Union Trust Bldg.
Pittsburgh, PA 15219
412/471-3939

Zone No. 34, Niagara County
Theodore J. Belling
County Office Bldg.
59 Park Ave.
Lockport, NY 14094
716/439-6033

Zone No. 35, Philadelphia
Harold E. Cash
DVFTZ, Inc.
7800 Holstein Ave.
Philadelphia, PA 19153
215/365-5010

Zone No. 36, Galveston
John Massey, Jr.
Galveston Wharves
P.O. Box 328
Galveston, TX 77550
713/765-5996

Zone No. 37, Orange County
Albert Randall
Foreign Trade Development Company of Orange County, Inc.
P.O. Box 6147
Stewart Airport
Newburgh, NY 12550
914/564-7700

Zone No. 38, Spartanburg County
A. M. Quattlebaum
2725 West 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 39, Dallas/Fort Worth
James Alderson
Dallas/Fort Worth Airport
P.O. Drawer DFW
Dallas/Fort Worth Airport, TX 75261
214/574-6720

Zone No. 40, Cleveland
John Desmond
101 Erieside Ave.
Cleveland, OH 44114
216/241-8004

Zone No. 41 & Subzones 41A & 41B Milwaukee
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Foreign Trade Zone of Wisconsin, Ltd.
8512 W. Bradley Rd.
Milwaukee, WI 53224
414/354-4404

Zone No. 42, Orlando
William Blood
Orlando International Airport
4101 East 9th St.
Orlando, FL 32812
305/859-9485

Zone No. 43, Battle Creek
Marilyn E. Parks
BC/CAL/KAL Inland Port Authority of S. Central Michigan Development Corp.
P.O. Box 1438
Battle Creek, MI 49016
616/968-8197

Zone No. 44, Morris County
Joseph Brady
Office of International Trade
744 Broad St., Rm. 1709
Newark, NJ 07102
201/648-3518

Zone No. 45 & Subzone 45A Portland
Vernon Chase
P.O. Box 3529
Portland, OR 97208
503/231-5000

Zone No. 46 & Subzones 46A & 46B Cincinnati
Dave Pawn
120 W. Fifth St.
Cincinnati, OH 45202
513/579-3175

Zone No. 47, Campbell County
Robert Vogt
N. Kentucky Port Authority
400 Licking Pike
Wilder, KY 41071
606/581-1444

Zone No. 48, Tucson
William Tatem
Papago Agency
P.O. Box 578
Sells, AZ 85634
602/383-2611 X 5330

Zone No. 49, Newark/Elizabeth
Walter J. Cogan, Gen. Mgr.
Properties Div., Port Dept.
Rm. 64 W. One World Trade Center
New York, NY 10048
212/466-7978
201/622-6600 X 7978

Zone No. 50, Long Beach
George Gray
Board of Harbor Commissioners of the Port of Long Beach
P.O. Box 570
Long Beach, CA 90801
213/437-0041

Zone No. 51, Duluth
Jerome Marks
Seaway Port Authority of Duluth
1200 Port Terminal Dr.
P.O. Box 6877
Duluth, MN 55808
218/727-8525

Zone No. 52, Suffolk County
Joseph C. Giacalone
Suffolk County Dept. of Economic Development
4175 Veterans Memorial Highway
Ronkonkoma, NY 11779
516/588-1000

Zone No. 53, Rogers County
Robert W. Portiss
Tulsa Port of Catoosa
5350 Cimarron Rd.
Catoosa, OK 74015
918/266-2291

Zone No. 54, Clinton County
Francis A. Lapham
Clinton County Area Development Corp.
Box 19
Plattsburgh, NY 12901
518/561-8800

Zone No. 55, Burlington
Walter Bruska
Greater Burlington Industrial Corp.
135 Church St.
Burlington, VT 05402
802/862-5726

Zone No. 56, Oakland
Russell Jones
Oakland International Trade Center, Inc.
633 Hagenburger Road
Oakland, CA 94607
415/639-7405

Zone No. 57, Mecklenberg County
Richard Primm
Piedmont Distribution Center (Operator)
P.O. Box 7123
Charlotte, NC 28217
704/588-3277

Zone No. 58, Bangor
Edward McKeon
City of Bangor Economic Development Dept.
City Hall
Bangor, ME 04401
207/947-0341

Zone No. 59, and Subzone 59A, Lincoln
Duane Vicary
Lincoln Chamber of Commerce
1221 N. Street, Suite 606
Lincoln, NE 68508
402/476-7511

Zone No. 60, Nogales
Daphne Overstreet
Border Industrial Development, Inc.
3601 Tucson-Nogales Highway
Nogales, AZ 85621
602/281-9101

Zone No. 61, San Juan
Sandra Quinones
Puerto Rico Commercial Development Co.
Commonwealth of PR
P.O. Box 4943
San Juan, PR 00936
809/725-1279

Zone No. 62, Brownsville
Al Cisneros
Brownsville Navigation District
Port of Brownsville
P.O. Box 3070
Brownsville, TX 78520
512/831-4592

Zone No. 63, Prince George's County
Frank Sheehan
Prince George's County
State of Maryland
County Administration Bldg.
Upper Marlboro, MD 20870
301/952-3402

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Jacksonville Port Authority
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2701 Tallyrand Ave.
Jacksonville, FL 32206
904/633-5190

(continued on page 238)

SOURCES

Here are samples of the various categories of information contained in *Plant Location.* Beneath each, the sources are set in Bold type.

State Information & Environment Controls

Sources: **State and Provincial departments of economic development and/or commerce.**

Industrial Development Counselors

U.S. industrial development counselors are compiled from Plant Location internal resources. Sources: For Canada — **Membership list of the Industrial Developers Association of Canada,** 816-56 Sparks, Ottawa, Ontario KIP 5A9. **Membership list of the American Trucking Association,** 1616 P St., Washington, D.C. 20036 — **Membership list of The Association of Port Authorities, Inc.,** 1612 K St. N.W., Washington, D.C. 20006.

U.S. Foreign Trade Zone listing is from the **Foreign Trade Zone Board,** U.S. Dept. of Commerce Bldg., Washington, DC 20230.

Industry Profiles found throughout this edition are from **U.S. Industrial Outlook 1982.** Domestic and International Business Administration, U.S. Dept. of Commerce.

Publications of U.S. federal agencies and departments can usually be obtained from the department involved or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Canadian federal publications may be obtained from Statistics Canada, Ottawa, Ontario or Information Canada, Publishing Division, Ottawa, Ontario K1A 0V6.

Population

Cities over 25,000

Standard Metropolitan Statistical Areas—SMSA's

Sources: Census figures for the United States are from **1980 Census of Populations, Advance Reports, Final Population & Housing Counts PHC80-V Series.** Bureau of Census, U.S. Department of Commerce. Estimates for 1981 are from **Sales & Marketing Management Survey of Buying Power, July, 1981** (Copyright 1981, further reproduction prohibited) Bill Communications, Incorporated.

Census figures for Canada are from **1976 Census of Canada, Catalogue 92-754.** Statistics Canada.

Explanatory note: Standard Metropolitan Statistical Areas (SMSA's) are integrated economic and social units with a recognized large population nucleus (generally at least one city of 50,000 inhabitants or more) in which a large volume of daily travel and communication is carried on between the central city and outlying parts of the area. Each area consists of one or more whole counties, except in New England where the town rather than the county is the basic unit. For components of SMSA's and their respective populations see: **1980 Census of Population, Preliminary Report as of June 19, 1981.** Bureau of the Census, U.S. Dept. of Commerce.

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payroils, Average Gross for Production Workers

Sources: **Employment and Earnings, December 1981, Vol. 28, No. 12.** Bureau of Labor Statistics, U.S. Dept. of Labor. For Canada — **Employment, Earnings and Hours, September 1981, Catalogue 72-002, Monthly.** Statistics Canada.

Industrial Mix—1980

Sources: **Employment and Earnings, States and Areas, 1940-1980.** Bureau of Labor Statistics, U.S. Dept. of Labor. For Canada — **Employment, Earnings and Hours, August 1980, Catalogue 72-002, Monthly.** Statistics Canada.

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

Source: **Area Wage Survey Bulletins.** Bureau of Labor Statistics, U.S. Dept. of Labor.

Unemployment Major Labor Market Areas

Sources: **Employment and Earnings, December 1981, Vol. 28, No. 12.** Bureau of Labor Statistics U.S. Dept. of Labor. For Canada — **Canadian Statistical Review, December 1981, Catalog 11-003E, Monthly.** Statistics Canada.

Transportation

Railroads and Airlines Serving Cities of 25,000 or more

Sources: **The Official Guide of the Railways, Nov./Dec. 1981,** National Railway Publication Co., 424 W. 33rd St., New York, N.Y. 10001. **Travel Planner & Hotel/Motel Guide, Winter 1981,** Reuben H. Donnelley Corp., 2000 Clearwater Dr., Oak Brook, Ill. 60521.

Note: Major airports with scheduled airlines only. Commuter carriers are not included.

Utilities

Electric and Gas Utilities serving Cities over 25,000

Sources: **Electrical World Directory of Electric Utilities, 1981-82 Edition.** McGraw-Hill Book Co., 1221 Avenue of the Americas, New York, N.Y. 10020. **Brown's Directory of North American Gas Companies 1981 Edition.** Harcourt Brace Jovanovich, 1 E. First St., Duluth, Minn. 55802.

Raw Materials

Mineral Production

Sources: **Mineral Industry Surveys.** U.S. Dept. of the Interior, Bureau of Mines, 2401 E. Street, N.W. Washington, DC 20241. Note: Production as measured by mine shipments, sales or marketable production, (including consumption by producers). For Canada — **Canada's Mineral Production, Catalouge 26-202, Annual,** Statistics Canada.

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

Sources: **Climatography of the U.S., No. 81 (by state), monthly Normals of Temp., Prec., & Htg. & Cooling Degree Days 1941-70.** U.S. Dept. of Commerce, National Climatic Center. For Canada — **Canada Year Book.** Statistics Canada. Explanatory note: The degree-day unit used in the U.S. section represents a difference of 1° between the mean temperature of a given day and a given standard temperature. In heating, the degree-day units for a given day are the number of degrees that the mean temperature for that day is below 65° F.

When you contact

the people listed in

PLANT LOCATION

tell them where you saw

their name

NEW ENGLAND STATES • NEW HAMPSHIRE

CONNECTICUT

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Bonds for land
- Bonds for machinery & equipment
- Aid for job training
- Industrial Mortgage Insurance
- Private & Public Financing Programs

Tax rates:
- Corporate income tax 10%
- Personal property tax
  - 65-70% fair market value in most towns
- Sales tax
  - Retail sales 7½%
  - Business services 3½%
- Equip. and machinery tax ..... same as property
- Gasoline tax ..... $.11/gal.
- Gasohol tax ..... $.10/gal.

Advanced education facilities:
- Four-year colleges and universities 23
- Two-year or junior colleges 31
- Vocational and business schools . 75

Medical Facilities:
- Hospitals 47
- Clinics 31

Labor Analysis:
- High School graduates 40,000
- Mfgr. workers in Unions 25%

Source: **Connecticut Department of Economic Development**

Population

Cities over 25,000

	Census 1970	Census 1960
	—Thousands—	
CONNECTICUT	3,032.2	3,107.6
Bridgeport	156.5	142.5
Bristol	55.5	57.4
Danbury	50.8	60.5
East Hartford	57.6	52.6
East Haven	25.1	25.0
Enfield	46.2	42.7
Fairfield	56.5	54.8
Greenwich	59.8	59.6
Groton	38.2	41.1
Hamden	49.4	51.1
Hartford	158.0	136.4
Manchester	48.0	49.8
Meriden	56.0	57.1
Middletown	36.9	39.0
Milfordtown	50.9	50.9
Naugatuck	23.0	26.5
New Britain	83.4	73.8
New Haven	137.7	126.1
New London	31.6	28.8
Newington	26.0	28.8
Norwalk	79.3	77.8
Norwich	41.7	38.1
Shelton	27.2	31.3
Southington	30.9	36.9
Stamford	108.8	102.5
Stratford	49.8	50.5
Torrington	32.0	31.0
Trumbull	31.4	33.0
Vernon	27.2	28.0
Wallingford	35.7	37.3
Waterbury	108.0	103.3
West Hartford	68.0	61.3
West Haven	52.9	53.2
Westport	27.3	25.3
Wethersfield	26.7	26.0

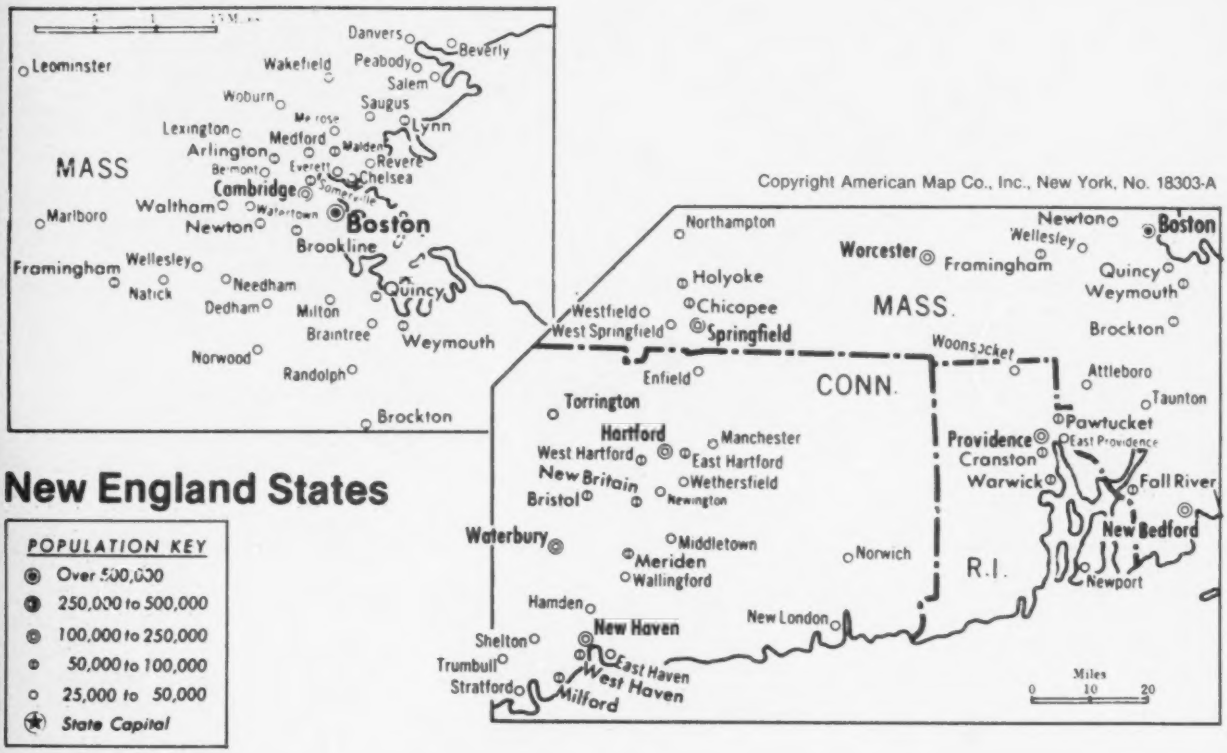
NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Bridgeport	401.8	395.5
Bristol	69.9	73.8
Danbury	115.5	146.4
Hartford	720.6	726.1
Meriden	56.0	57.1
New Britain	145.2	142.2
New Haven — West Haven	411.3	417.6
New London — Norwich,, Conn. — RI	241.9	248.6
Norwalk	127.6	126.7
Springfield — Chicopee — Holyoke, Mass. — Conn.	541.8	530.7
Stamford	206.4	198.9
Waterbury	216.8	228.2

State Employment Security Agency

For additional labor market information: Employment Security Division, Labor Department, 200 Folly Brook Blvd., Wethersfield 06109
203/566-5160



New England States

POPULATION KEY

- Over 500,000
- 250,000 to 500,000
- 100,000 to 250,000
- 50,000 to 100,000
- 25,000 to 50,000
- State Capital

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Bridgeport	30	74	5461	735
Hartford	25	73	6350	584
Middletown	28	73	5966	602
New Haven	29	72	5793	573
Norwalk	28	72	5849	573

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
CONNECTICUT		
432.2	41.3	7.78
Bridgeport		
66.9	42.4	8.00
Hartford		
94.8	40.9	8.23
New Britian		
29.5	42.3	7.85
New Haven — West Haven		
38.8	39.5	7.61
Stamford		
31.0	41.0	7.32
Waterbury		
33.2	41.9	6.52

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Bridgeport		
196.2	12.3	6.3
Hartford		
386.6	22.4	5.8
New Britain		
78.2	5.3	6.8
New Haven — West Haven		
202.7	13.1	6.5
Stamford(s)		
120.9	4.7	3.9
Waterbury		
107.0	7.4	6.9

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Hartford 3/81
Office, professional & technical	
Clerks, payroll	5.57
Secretaries	6.70
Stenographers	5.65
Switchbd opr-receptionists	5.41
Drafters	8.18
Electronics technicians	8.48
Computer operators	7.55
Computer programmers (business)	9.58
Maintenance & powerplant (men)	
Carpenters (non-mfg.)	8.57
Electricians (men & women)	9.45
Engineers, stat'y	NA
Machinists	8.55
Mechanics (machinery) (men & women)	8.71
Tool & die makers (men & women)	9.47
Custodial & material movement (men)	
Guards and watchmen I	5.03
Janitors, porters & cleaners	*5.90
Laborers, mat'l hdlg (non-mfg.)	5.34

Ship & receive clks	5.93
Truckdrivers	7.33
Forklift operators (non-mfg.)	8.44

*Computed from available statistics

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,424.1	. . . .	. . . .
MANUFACTURING		
441.8	41.8	7.08
Primary Metal Industries—SIC 33		
20.8	43.2	7.72
Fabricated Metal Products—SIC 34		
65.8	42.0	6.58
Machinery Except Electrical—SIC 35		
62.7	43.9	7.76
Electrical Equipment and Supplies—SIC 36		
51.5	40.8	5.84
Transportation Equipment—SIC 37		
88.0	42.2	8.55
Instruments and Related Products—SIC 38		
26.9	43.3	6.48
Food and Kindred Products—SIC 20		
12.7	40.9	7.08
Textile Mill Products—SIC 22		
8.3	40.2	5.31
Apparel and Other Textile Products—SIC 23		
10.8	36.2	4.57
Paper and Allied Products—SIC 26		
9.5	45.8	7.27
Printing and Publishing—SIC 27		
24.1	37.2	7.06
Chemicals and Allied Products—SIC 28		
18.5	42.0	7.78
Rubber and Plastics Products, NEC—SIC 30		
13.7	40.8	6.37

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Bridgeport 1, 6, 10
Bristol 1 (Hartford)
Danbury 1, 9
East Hartford 1, (Hartford)
East Haven 1 (New Haven)
Enfield (Hartford)
Fairfield 1 (Bridgeport)
Greenwich 1 (White Plains, N.Y.)
Groton 1, 3 (New London)
Hamden (New Haven)
Hartford 1, 4, 5, 7, 10 to 17 incl.
Manchester 1 (Hartford)
Meriden 1 (Hartford)
Middletown 1 (Hartford)
Milford 1 (Bridgeport)
Naugatuck 1 (New Haven)
New Britain 1 (Hartford)
New Haven 1, 13
New London 1, 2, 4, 13
Newington 1 (Hartford)
Norwalk 1 (White Plains, N.Y.)
Norwich 2, 3 (New London)
Shelton 1 (New Haven)
Southington 1 (Hartford)
Stamford 1 (White Plains, N.Y.)
Stratford 1 (Bridgeport)
Torrington 1 (Hartford)
Trumbull (Bridgeport)
Vernon (Hartford)
Wallingford 1 (New Haven)
Waterbury 1 (New Haven)
West Hartford (Hartford)
West Haven 1 (New Haven)
Westport 1 (Bridgeport)
Wethersfield 1 (Hartford)

Railroads

1. Conrail
2. Central Vermont
3. Province & Worcester

Airlines

4. Allegheny Commuter
5. American
6. Atlantic Air
7. Bar Harbor Airlines
8. Braniff
9. Danbury Airlines
10. Delta
11. Eastern
12. Empire
13. Pilgrim Airlines
14. Texas Int'l.
15. TWA
16. United
17. US Air

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Bridgeport — 1e, 8g
Bristol — 3eg
Danbury — 3eg
East Hartford — 4e, 5g
East Haven — 1e, 8g
Enfield — 3eg
Fairfield — 1e, 8g
Greenwich — 3e, 5g
Groton — 3e, 2e
Hamden — 1e, 8g
Hartford — 3g, 4e, 5g
Manchester — 4e, 5g
Meriden — 3eg
Middletown — 4e, 3g
Milford — 1e, 8g
Naugatuck — 12e, 3g
New Britain — 3e, 5g
New Haven — 1e, 9g
Newington — 3e, 5g
New London — 4eg
Norwalk — 3eg, 7e (serves E. Norwalk), 11e (serves S. Norwalk)
Norwich — 10eg
Shelton — 1e, 3g
Southington — 3eg
Stamford — 4eg
Stratford — 1e, 8g
Torrington — 4eg
Trumbull — 1e, 8g
Vernon — 3eg
Wallingford — 9e, 3g
Waterbury — 3eg
West Hartford — 4e, 5g
West Haven — 1e, 8g
Westport — 3e, 8g
Wethersfield — 4e, 5g

1. United Illuminating Co.
   80 Temple St., New Haven 06506
2. Groton Dept. of Utilities
   295 Meridan St., Box 820, Groton 06340
3. Conn. Light and Power Co. (sub. of N.E. Utilities)
   Box 2010, Hartford 06101
4. Hartford Elec. Light Co. (sub. of N.E. Utilities)
   Box 2370, Hartford 06101
5. Connecticut Natural Gas Corp.
   100 Columbus Blvd., Hartford 06103
7. Norwalk Third Taxing Dist.
   2 Second St., Norwalk 06855
8. Southern Conn. Gas Co.
   880 Broad St., Bridgeport 06609
9. Wallingford Elec. Div.
   100 John St., P.O. Box 190, Wallingford 06492
10. Norwich Dept. of Public Utils.
    34 Shetucket St., Norwich 06360
11. S. Norwalk Electric Works
    State St., S. Norwalk 06856
12. Northeast Utilities
    Selden St., Berlin 06037

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	92	482
Gem stones	W	W
Lime	19	1,352
Sand & gravel (exc. industrial)	7,103	18,692
Stone:		
Crushed	7,977	40,283
Dimension	15	723
Combined value of feldspar, mica, sand and gravel (industrial), and items indicated by symbol W		4,231
Grand Total Connecticut 1980....		**65,763**

* = Thousand short tons
W = Withheld

Environment Controls

Air Pollution

Air Compliance Section, State Dept. of Environ. Protection, State Off. Bldg., Hartford 06115. 203/566-4030

Water Pollution

Water Compliance and Hazardous Substances Section, same address as above. 203/566-3245

Noise Pollution

Office of Noise Control, same address as above. 203/566-7494

Industrial Development Counselors

State Development Agency

Carson, John J., Comm
Connecticut Dept. of Econ. Dev.
210 Washington Street
Hartford 06106
203/566-3787

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Hartford
Musante, James J., Dir.
Location Services Div.
CT Dept. of Commerce
210 Washington St. 06106
203/566-4792

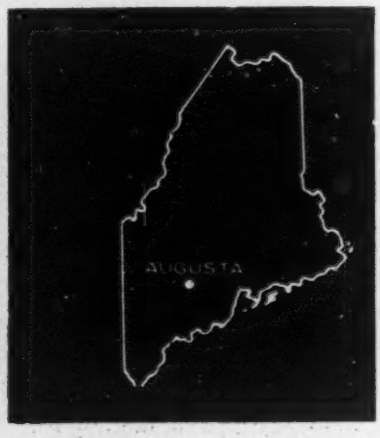
Middletown
Comstock, Robert G., Pres.
Middlesex C. of C., Inc.
100 Riverview Center, Box 997 06457
203/347-6924

New Haven
Kyslak, Ronald C., Dir. of ED
New Haven Dev. Commission
157 Church Street 06510
203/436-3050
Meisenkothen, Manfred, Mgr.,
New Haven C. of C.
195 Church St. 06510
203/787-6735

Stratford
Waterhouse, Mark D.
C.I.D., Dir. of Ec. Dev.
Strfd. Twn. Hall Rm. 1
2725 Main St., 06497
203/375-5256

Waterbury
Shea, William A., V.P. & Mgr.
Ind. Dev. Dept.
Colonial Bank
81 W. Main St. 06720
203/574-7019

Waterford
Ind. Dev. Director
Econ. Dev. Comsn.
200 Boston Post Rd., 06385
203/442-4489



MAINE

State Information

Financial assistance to industry:
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Guarantees for certain industrial loans

Tax rates:

Corporate income tax .....4.95% on first $25,000 & 6.93% on excess over $25,000.
Personal income tax ..... 1 to 10%
Personal property tax .. varies locally
Sales tax 5%
Franchise tax ..... none
Incorporation Tax .....varies
Corp. filing fee: minimum fee $60.00; maximum fee depends on par value of stock or number of shares

Advanced education facilities:
Four-year colleges and universities 26
State Run Vocational and business schools 6
Source: **Main State Development Office**

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
MAINE	993.7	1,124.7
Bangor	33.2	31.6
Lewiston	41.8	40.5
Portland	65.1	61.6

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Bangor	79.9	83.9
Lewiston — Auburn	72.5	72.4
Portland	170.1	183.6
Portsmouth — Dover — Rochester, N.H.Me.	142.3	163.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
MAINE		
112.0	40.6	6.82
Lewiston — Auburn		
11.2	36.6	5.70
Portland		
18.1	40.0	6.61

***Preliminary figures**

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Lewiston—Auburn		
36.9	2.1	5.7
Portland		
91.1	4.0	4.4

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Commission, 20 Union St., Augusta 04330
207/289-3029

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Portland ME 12/80
Office, professional & technical	
Clerks, payroll	4.90
Secretaries	6.35
Stenographers	*5.52
Switchbd opr-receptionists	4.30
Drafters	(a)6.87
Computer operators	6.25
Computer programmer (class A) (business)	*8.76
Maintenance & powerplant (men)	
Carpenters	(a)6.29
Electricians	7.25
Machinists	(a)8.23
Mechanics (machinery)	6.39
Tool & die makers	NA
Custodial & material movement (men)	
Guards & watchmen	5.71
Janitors, porters & cleaners	5.66
Laborers, material handling	4.67
Shipping & receiving clerks	5.48
Truckdrivers	6.66
Forklift operators	5.65

*Computed from available statistics
(a) = mfg. & non-mfg. combined

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
419.2	. . . .	. . . .
MANUFACTURING		
113.2	40.0	6.00
DURABLE GOODS		
41.7	40.3	6.27
Lumber and Wood Products—SIC 24		
13.3	39.8	6.08
NONDURABLE GOODS		
71.5	39.8	5.85
Food and Kindred Products—SIC 20		
10.3	36.9	5.01
Textile Mill Products—SIC 22		
8.2	40.3	4.79
Apparel and Other Textile Products—SIC 23		
4.7	36.9	4.49
Paper and Allied Products—SIC 26		
18.2	45.7	8.31
Leather and Leather Products—SIC 31		
20.3	37.0	4.72

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Bangor 1, 2, 5, 6, 7
Lewiston 2, 3, 5
Portland 2, 3, 4, 5, 6

Railroads

1. Bangor & Aroostook
2. Maine Central
3. Canadian National
4. Boston & Maine

Airlines

5. Bar Harbor Airlines
6. Delta
7. Valley Airlines

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below. "e"=electric "g"=gas

Bangor — 3e, 4g
Lewiston — 1e, 2g
Portland — 1e, 2g

1. Central Maine Power Co.
   Edison Drive, Augusta 04336
2. Northern Utilities, Inc.
   1075 Forest Ave., P.O. Box 3586, Portland 04104
3. Bangor Hydro Electric Co.
   33 State St., Bangor 04401
4. Maine Utility Gas Co.
   34 Central St., Bangor 04401

Environment Controls

Air & Water Pollution

Henry Warren, Commissioner, Dept. of Environmental Protection, AMHI, Ray Bldg., Augusta 04333. 207/289-2811

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	78	174
Gem stones	W	W
Peat	8	534
Sand & gravel	6,978	15,434
Stone, crushed	1,130	3,969
Combined value of other nonmetals and items indicated by symbol W		16,856
Grand Total Maine 1980		**36,967**

* = Thousand short tons
W = Withheld

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Lewiston	20	70	7374	385
Portland	22	68	7498	252

Industrial Development Counselors

State Development Agency

Cottrell, Barbara, Director
State Dev. Office
State House Station 59
Augusta 04333
207/289-2656

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Auburn
Jordan, M. Peter
Special Projects Coordinator
City of Auburn
45 Spring Street 04210
207/786-2421

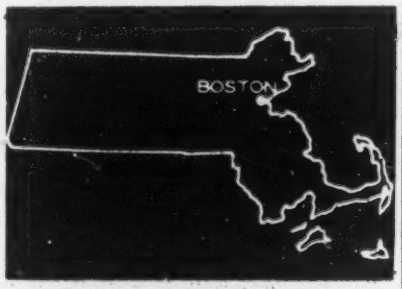
Augusta
Wagner, Richard F., Jr., C.I.D.
Dir., Area Dev. Dept.
Central Maine Power Co.
Edison Drive 04336
207/623-3521 Ext. 2392

Biddeford
Johnson, Roger R.
Econ. Improvement Commsn.
Main St., 04005
207/283-0181

Calaise
Ryan, R. John, Jr., Dir.
Econ. Dev. Brd.
Church St., 04619
204/454-2521

Portland
Cleaves, Robert F., C.I.D., Pres.
GR Portland Bldg. Fund
142 Free St. 04101
207/772-2811

Waterville
Keefe, James K., C.I.D.
Econ. Research Assoc.
38 Johnson Hts., 04901
207/873-1396



MASSACHUSETTS

State Information

Financial assistance to industry:
- Tax incentives
- Revenue bonds for and Industrial mortgage guarantee
- Bonds for pollution control equipment
- Aid for job training
- Technical assistance, start up capital for small technology based businesses.

Tax rates:
- Corporate income tax 9.5%
- Personal income tax .....5.375% on earned income, or 10.75% on unearned (stock dividend, etc.)
- Personal property tax .. varies locally
- Sales tax 5%
- Inventory tax $2.60/M

Advanced education facilities:
- Four-year colleges and universities 84
- Two-year or junior colleges 35
- Vocational and business schools 169

Source: **Massachusetts Department of Commerce and Development**

Environment Controls

Air & Water Pollution

Mass. Dept of Environmental Quality Engineering, 1 Winter Street, Boston 02108. 617/292-5500

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
MASSACHUSETTS	5,689.2	5,737.0
Agawam	21.7	26.3
Amherst	26.3	33.2
Andover	23.7	26.4
Arlington	53.5	48.2
Attleboro	32.9	34.2
Barnstable	19.8	30.9
Belmont	28.3	26.1
Beverly	38.3	37.7
Billerica	31.6	36.7
Boston	641.1	563.0
Braintree	35.1	36.3
Brockton	89.0	95.2
Brookline	58.7	55.1
Cambridge	100.4	95.3
Chelmsford	31.4	31.2
Chelsea	30.6	25.4
Chicopee	66.7	55.1
Dedham	26.9	25.3
Everett	42.5	37.2
Fall River	96.9	92.6
Fitchburg	43.3	39.6
Framingham	64.0	65.1
Gloucester	27.9	27.8
Haverhill	46.1	46.9
Holyoke	50.1	44.7
Lawrence	66.9	63.2
Leominster	32.9	34.5
Lexington	31.9	29.5
Lowell	94.2	92.4
Lynn	90.3	78.5
Malden	56.1	53.4
Marlborough	27.9	30.6
Medford	64.4	58.1
Melrose	33.2	30.1
Methuen	35.5	36.7
Milton	27.2	25.9
Natick	31.1	29.5
Needham	29.7	27.9
New Bedford	101.8	98.5
Newton	91.3	83.6
Northampton	29.7	29.3
Norwood	30.8	29.7
Peabody	48.1	46.0
Pittsfield	57.0	52.0
Plymouth	18.6	35.9
Quincy	88.0	84.7
Randolph	27.0	
Revere	43.2	42.4
Salem	40.6	38.2
Somerville	88.8	77.4
Springfield	163.9	152.3
Stoughton	23.5	26.7
Taunton	43.8	45.0
Wakefield	25.4	
Waltham	61.6	58.2
Watertown	39.3	34.4
Wellesley	28.1	27.2
West Springfield	28.5	27.0
Westfield	31.4	36.5
Weymouth	54.6	55.6
Woburn	37.4	36.6
Worcester	176.6	161.8

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Boston	2,899.1	2,763.4
Brockton	150.4	169.4
Fall River, Mass. — R.I.	169.5	176.8
Fitchburg — Leominster	97.2	100.0
Lawrence — Haverhill, Mass. — N.H.	258.6	282.0
Lowell, Mass. — N.H.	218.3	233.4
New Bedford	161.3	169.4
Pittsfield	96.8	90.5
Providence — Pawtucket — Warwick, R.I. — Mass.	908.9	919.2
Springfield — Chicopee — Holyoke, Mass. — Conn.	541.8	530.7
Worcester	372.1	372.9

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—September 1981

Employment Thousands	Weekly Hours	Hourly Earnings $
MASSACHUSETTS		
671.2	39.5	7.07
Boston		
294.1	39.4	7.63
Brockton		
13.0	39.1	5.84
Fall River		
20.4	37.2	5.74
Lawrence — Haverhill		
44.0	40.0	7.44
Lowell		
29.1	40.1	6.58
New Bedford		
25.6	37.3	6.29
Springfield — Chicopee — Holyoke		
65.3	41.0	7.07
Worcester		
48.0	39.4	7.40

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Boston		
1,503.8	95.7	6.4
Brockton		
83.6	7.0	8.3
Fall River		
76.7	7.0	9.2
Lawrence-Haverhill		
148.1	10.7	7.2
Lowell		
127.1	9.6	7.5
New Bedford		
84.5	8.2	9.7
Springfield—Chicopee—Holyoke		
286.1	19.9	7.0
Worcester		
204.0	13.1	6.4

*Preliminary figures

State Employment Security Agency

For additional labor market information: Division of Employment Security, Charles F. Hurley Employment Security Bldg., Government Center, Boston 02114
617/727-7412

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Boston 8/81	Worcester 4/81
Office, professsional & technical		
Clerks, payroll	6.22	5.67
Secretaries	7.49	7.29
Stenographers	*7.29	(a)5.90
Switchbd opr-receptionists	5.45	5.22
Drafters V	11.38	8.50
Electronic technicians	8.69	(a)8.08
Computer operators	7.52	7.04
Computer programmers (business)	10.28	9.29
Maintenance & powerplant (men)		
Carpenters	9.18	8.09
Electricians	9.94	8.88
Engineers, stationary	10.18	8.98
Machinists	9.58	8.71
Mechanics (machinery)	8.98	8.31
Tool & die makers	9.94	8.53
Custodial & material movement (men)		
Guards and watchmen	7.01	5.67
Janitors, porters & cleaners	6.42	6.16
Laborers, mat'l handling	5.59	6.13
Shipping & receiving clerks	6.40	6.03
Truckdrivers	9.12	8.00
Forklift operators	7.56	7.18

*Computed from available statistics
(a) = mfg. & non-mfg. combined

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
2,647.8	. . . .	. . . .
MANUFACTURING		
673.1	39.6	6.51
DURABLE GOODS		
409.7	40.6	6.83
Stone, Clay, and Glass Products—SIC 32		
13.1	39.9	7.78
Primary Metal Industries—SIC 33		
17.3	41.6	6.67
Fabricated Metal Products—SIC 34		
54.1	39.6	6.89
Machinery, Except Electrical—SIC 35		
109.5	42.0	6.89
Electric & Electronic Eqpmt.—SIC 36		
109.4	40.5	6.25
Transportation Equipment—SIC 37		
35.4	39.4	8.73
Instruments and Related Products—SIC 38		
57.6	40.4	7.00
NONDURABLE GOODS		
263.4	38.3	6.05
Food and Kindred Products—SIC 20		
27.3	38.5	6.69
Textile Mill Products—SIC 22		
25.4	40.3	5.36
Apparel and Other Textile Products—SIC 23		
39.8	33.5	4.96
Paper and Allied Products—SIC 26		
28.9	43.1	6.56
Printing and Publishing—SIC 27		
43.7	37.4	7.31
Chemicals and Allied Products—SIC 28		
18.3	41.6	7.81
Rubber and Plastics Products, NEC—SIC 30		
31.0	40.3	6.13
Leather and Leather Products—SIC 31		
20.8	36.0	4.83

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (B) = Boston.

Agawam (Hartford, CT.)
Amherst 3 (Hartford, CT.)
Andover (B)
Arlington 1 (B)
Attleboro 2 (Providence, R.I.)
Barnstable 2
Belmont 1 (B)
Beverly 1 (B)
Billerica 1 (B)
Boston 1, 2, 4 to 35 incl.
Braintree (B)
Brockton 2 (B)
Brookline (B)
Cambridge 1 (B)
Chelmsford 2 (B)
Chelsea 1, 2 (B)
Chicopee 1 (Hartford, CT.)
Dedham 2 (B)
Everett 1, 2 (B)
Fall River 2 (New Bedford)
Fitchburg 1, 2 (Worcester)
Framingham 2 (B)
Gloucester 1 (B)
Haverhill 1 (Manchester, NH; B)
Holyoke 1, 2 (Hartford, CT.)
Lawrence 1 (Manchester, NH; B)
Leominster 2 (Worcester)
Lexington 1 (B)
Lowell 1 (B)
Lynn 1 (B)
Malden 1 (B)
Marlboro 2 (Worcester)
Medford 1 (B)
Melrose 1 (B)
Methuen 1 (Manchester, NH; B)
Milton 2 (B)
Natick 2 (B)
Needham 2 (B)
New Bedford 2, 29
Newton 2 (B)
Northampton 1, 2 (Hartford, CT.)
Norwood 2 (B)
Peabody 1 (B)
Pittsfield 2 (Albany, N.Y.)
Plymouth (B)
Quincy (B)
Randolph 2 (B)
Revere 1 (B)
Salem 1 (B)
Somerville 1 (B)
Springfield 1, 2 (Hartford, CT.)
Stoughton 2 (B)
Taunton 2 (New Bedford)

Wakefield 1 (B)
Waltham 1 (B)
Watertown 1 (B)
Wellesley 2 (B)
West Springfield 2 (Hartford, CT.)
Westfield 2 (Hartford, CT.)
Weymouth (B)
Woburn 1 (B)
Worcester 1, 2, 11

Railroads

1. Boston & Maine
2. Conrail
3. Central Vermont

Airlines

4. Aer Lingus
5. Air Canada
6. Air Florida
7. Air North
8. Air Vectors Airways
9. Allegheny Commuter
10. American
11. Bar Harbor Airlines
12. British Airways
13. Capitol Int'l.
14. Command Airways
16. Continental
17. Delta
18. Eastern
19. Empire
20. Lufthansa
21. Midway Airlines
22. New York Air
23. Northwest
24. Peoples Express Airlines
25. Piedmont
26. Pilgrim Airlines
29. Providence-Boston
30. Republic
31. Swissair
32. TWA
33. United
34. U.S. Air
35. World Airways

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Agawam — 31e, 14g
Amherst — 31e, 32g
Andover — 23e, 14g
Arlington — 1e, 8g
Attleboro — 23e, 14g
Barnstable — 27e, 35g
Belmont — 5e, 8g, 12g
Beverly — 23e, 8g
Billerica — 23e, 25g
Boston — 1e, 8g
Braintree — 9e, 8g
Brockton — 14g, 10e
Brookline — 1e, 8g
Cambridge — 11e, 12g
Chelmsford — 23e, 25g
Chelsea — 1e, 8g
Chicopee — 13e, 14g
Dedham — 1e, 12g
Everett — 23e, 8g
Fall River — 16e, 17g
Fitchburg — 18e
Framingham — 1e, 8g, 12g
Gloucester — 23e, 8g
Haverhill — 23e, 20g
Holyoke — 21eg
Lawrence — 23e, 14g
Leominster — 23e, 8g
Lexington — 1e, 8g
Lowell — 23e, 25g
Lynn — 23e, 8g
Malden — 23e, 8g
Marlborough — 23e, 12g
Medford — 23e, 8g
Melrose — 23e, 8g
Methuen — 23e, 14g
Milton — 1e, 8g
Natick — 1e, 8g, 12g
Needham — 1e, 8g, 12g
New Bedford — 27e, 12g
Newton — 1e, 8g
Northampton — 23e, 14g
Norwood — 6e, 8g
Peabody — 30e, 8g
Pittsfield — 31e, 32g
Plymouth — 27e, 12g
Quincy — 23e, 8g
Randolph — 23e, 14g
Revere — 23e, 8g
Salem — 23e, 8g
Somerville — 1e, 8g, 12g
Springfield — 31e, 14g
Stoughton — 10e, 14g
Taunton — 7e, 14g
Wakefield — 33eg, 8g
Waltham — 1e, 8g
Watertown — 1e, 8g
Wellesley — 34e, 8g
West Springfield — 31e, 14g
Westfield — 3eg
Weymouth — 23e, 8g
Woburn — 1e, 8g
Worcester — 23e, 12g

1. Boston Edison Co.
   800 Boylston St., Boston 02199
3. Westfield Gas & Elec. Lt. Dept.
   100 Elm St., Westfield 01085
5. Belmont Mun. Light Dept.
   450 Concord Ave., Belmont 02178
6. Norwood Mun. Light Dept.
   206 Central St., Norwood 02062
7. Taunton Munic. Ltg. Plant
   55 Weir St., P.O. Box 870, Taunton 02780
8. Boston Gas Co.
   One Beacon St., Boston 02108
9. Braintree Elec. Light Dept.
   44 Allen St., Braintree 02184
10. Eastern Edison Co. (Brocton)
    36 Main St., Brockton 02403
11. Cambridge Elec. Light Co.
    46 Blackstone St., Cambridge 02139
12. Commonwealth Gas Co.
    675 Massachusetts Ave., Cambridge 02139
13. Chicopee Elec. Light Dept.
    725 Front St., Chicopee 01013
14. Bay State Gas Co.
    120 Royall St., Canton 02021
16. Eastern Edison Co. (Fall River)
    10 No. Main St., Fall River 02722
17. Fall River Gas Co.
    155 No. Main St., Fall River 02722
18. Fitchburg Gas and Elec. Light Co.
    285 John Fitch Hwy., Fitchburg 01420
20. Haverhill Gas Co.
    7 N. Hunt Rd., Amesbury 01913
21. Holyoke Gas & Elec. Dept.
    70 Suffolk St., Holyoke 01040
23. Massachusetts Elec. Co.
    25 Research Dr., Westboro 01581
25. Lowell Gas Co.
    73 E. Merrimack St., Lowell 01853
27. Commonwealth Electric Co.
    693 Purchase St., New Bedford 02741
28. Danvers Elec. Dept.
    2 Burroughs St., Danvers 01923
30. Peabody Mun. Light Plant
    70 Endicott St., Peabody 01960
31. Western Mass. Elec. Co.
    174 Brush Hill Ave., W. Springfield 01089
32. Berkshire Gas Co.
    115 Cheshire Rd., Pittsfield 01201
33. Wakefield Mun. Light Dept.
    9-11 Albion St., Wakefield 01880
34. Wellesley Dept. of Public Works
    455 Worcester St., Box 364, Wellesley Hills 02181
35. Cape Cod Gas Co.
    P.O. Box 1360, Hyannis 02601

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Amherst	24	72	6576	511
Boston	29	73	5621	661
Fall River	29	73	5774	599
Fitchburg	25	72	6475	560
Framingham	26	73	6144	636
Haverhill	27	74	5961	731
Lawrence	26	73	6195	566
Lowell	26	74	6056	683
New Bedford	31	73	5395	635
Springfield	27	74	5844	740
Taunton	28	71	6182	476
Worcester	24	70	6848	387

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	210	870
Lime	180	10,806
Sand & gravel (exc. industrial)	13,925	34,459
Stone:		
Crushed	7,316	36,804
Dimension	51	7,018
Combined value of other nonmetals		1,254
Grand Total Massachusetts 1980		91,211

* = Thousand short tons

Industrial Development Counselors

State Development Agency

Lucci, Ernest A., Commissioner; Caroloo, Vincent R., Deputy Commissioner
Massachusetts Dept. of Comm. & Development
100 Cambridge St., Boston 02202
617/727-3218 and 3208

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Cambridge
Foden, Harry G., C.I.D.
Consultant
Arthur D. Little, Inc.
32 Acorn Pk. 02140
617/864-5770 Ext. 3141

Chicopee
McGovern, Vincent H., Exec. Dir.
Westover Metro. Dev. Corp.
Bldg. 7215, Westover Ind. Air Pk.
39911 Pendleton Ave. 01022
413/593-6421

Fall River
Darmondy, George T., Exec. Dir.
Fall River Ind. Comm.
One Government Center, 02722
617/675-6011
Orvis, Dennis C., E.V.P.
Gtr. Fall River C. of C.
P.O. Box 1871 02722
617/676-8226

Lawrence
Coffey, J. B., Sr., C.I.D., Dir.
Essex County Ec. Dev. Corp.
Lawrence Econ. Dev. Ind. Corp.
P.O. Box 522 01842
617/681-7480

Lowell
Markham, Thomas F., Ec. & Ind. Dir.
Ofc. of City Mgr., Div. of Plng. & Dev.
J.F.K. Civic Cntr. 01852
617/454-8822 Ext. 303

New Bedrod
Rubin, Frederick A., C.I.D.
Exec. V.P.
Area C. of C., P.O. Box G-827
227 Union St. 02742
617/999-5231

North Adams
Lane, Gordon C., Exec. Dir.
Northern Berkshire Ind. Dev. Comm.
P.O. Box 936
25 Marshall St. 01247
413/663-5329

Pittsfield
Saint-Pierre, Donald E. Exec. Dir
Berkshire Cty. Dev. Comm.
20 Elm St. 01201
413/499-4474

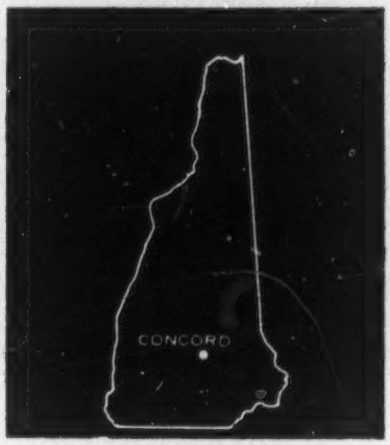
Quincy
Nourse, John, Dir., ED & Plng.
Norfolk County Dev. Council
1776 Heritage Dr. 02171
617/328-1776
Reardon, Martha A., Mgr.

South Hamilton
Preston, Richard, C.I.D.
Pres., AIDC Educational Foundation
66 Railroad Ave. Box 474 01982
617/468-7361

Springfield
Binns, Donald A., Mgr., Area & ED
Gtr. Sprgfld. C. of C.
1500 Main St., Suite 600, 01115
413/734-5671

Taunton
McAloon, William A., Exec. Dir.
Taunton Ind. Dev. Comm.
14 Merchants Lane
617/824-5856

Circle adjacent number on ACTION CARD for Massachusetts Free Literature
CIRCLE NO.
143 **STATE OF MASSACHUSETTS** — *All The Facts On Incentives For Business In Massachusetts* contains 18 points you should be aware of.



NEW HAMPSHIRE

State Information

Financial assistance to industry:
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Bonds for machinery and equipment
- Mortgage guarantees

Tax rates:
- Corporate income tax ....8% + 13.5% surcharge (Business Profits Tax)
- Incorporation fee
  - $60 minimum fee — additional fee based on amount of authorized tax.
- Annual Franchise tax
  - amount of original incorporation fee
- $25 Document filing fee effective 2/1/82
- Gasoline tax:
  - State .....$.14/gal.
  - Federal .....$.04/gal.

Advanced education facilities:
- Four-year colleges and universities 15
- Two-year or junior colleges 4
- Vocational and business schools ...7

Medical Facilities:
- Hospitals 27
- Clinics, Outpatients 13

Labor Analysis:
- High School graduates 11,600
- Mfgr. workers in Unions 25%

Environment Controls

Air Pollution

Dennis R. Lunderville, Dir., Air Resources Agency, Health & Welfare Bldg., Hazen Drive, Concord 03301
603/271-4582

Water Pollution

William A. Healy, Exec. Dir., Water Supply & Pollution Control Comm., PO Box 95, Hazen Dr., Concord 03301
603/271-3503

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
NEW HAMPSHIRE	737.7	920.6
Concord	30.0	30.4
Manchester	87.8	90.9
Nashua	55.8	67.9
Portsmouth	25.7	26.3

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Lawrence — Haverhill, Mass. — N.H.	258.6	282.0
Lowell, Mass. — N.H.	218.3	233.4
Manchester	132.5	160.8
Nashua	86.3	114.2
Portsmouth — Dover — Rochester, N.H. — Me.	142.3	163.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW HAMPSHIRE		
115.9	39.5	6.51
Manchester		
17.0	38.8	6.15
Nashua		
30.9	39.6	7.34

***Preliminary figures**

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Manchester		
80.7	3.5	4.4
Nashua		
79.5	3.9	5.0

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, 32 S. Main St., Concord 03301
603/224-7215

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
384.9	. . . .	. . . .
MANUFACTURING		
116.8	39.8	5.87
DURABLE GOODS		
74.1	40.0	5.97
Lumber and Wood Products—SIC 24		
4.7	37.3	5.09
Furniture and Fixtures—SIC 25		
1.9	39.0	5.17
Stone, Clay, and Glass Products—SIC 32		
31.0	40.6	5.74
Primary Metal Industries—SIC 33		
3.9	43.0	6.11
Fabricated Metal Products—SIC 34		
7.5	40.7	5.95
Machinery, Except Electrical—SIC 35		
23.1	41.6	6.23
Electric & Electronic Eqpmt.—SIC 36		
19.7	38.9	5.96
Miscellaneous Manufacturing Industries—SIC 39		
2.0	38.5	4.78
NONDURABLE GOODS		
42.7	39.3	5.70
Food and Kindred Products—SIC 20		
3.1	41.3	7.28
Textile Mill Products—SIC 22		
4.5	38.9	4.98
Apparel and Other Textile Products—SIC 23		
2.8	37.0	4.40
Paper and Allied Products—SIC 26		
6.3	46.0	6.94
Printing and Publishing—SIC 27		
6.2	39.8	6.33
Leather and Leather Products—SIC 31		
9.6	35.4	4.54

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (M) = Manchester.

Concord 1 (B)
Manchester 1, 2, 3
Nashua 1 (M)
Portsmouth 1 (M)

Railroads

1. Boston & Maine

Airlines

2. Bar Harbor Airlines
3. Pilgrim Airlines

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Concord — 1e, 2g
Manchester — 3e, 4g
Nashua — 3e, 5g
Portsmouth — 3e, 6g

1. Concord Elec. Co.
   1 McGuire St., Box 1338, Concord 03301
2. Concord Nat. Gas Corp.
   66 N. Main St., Concord 03301
3. Pub. Service Co. of New Hampshire
   1000 Elm St., P.O. Box 330, Manchester 03105
4. Manchester Gas Co.
   1260 Elm St., Manchester 03105
5. Gas Service, Inc.
   70 E. Pearl St., P.O. Box 807, Nashua 03060
6. Northern Utilities, Inc.
   78 Market St., Portsmouth 03801

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel	6,334	15,837
Stone:		
Crushed	590	2,281
Dimension	103	7,167
Combined value of other nonmetals		121
Grand Total New Hampshire 1980		25,406

* = Thousand short tons

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Concord	21	70	7360	349
Manchester	22	70	7101	378
Nashua	23	70	7015	377

Industrial Development Counselors

State Development Agency

MacLellan, George R. Director
NH Office of Industrial Development
P.O. Box 856 Prescott Park
105 Loudon Rd.
Concord 03301
(603) 271-2591

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Berlin
Sherman, Roland H. C.I.D.,
Econ. Dir., City of Berlin
P.O. Box 525, 03570
603/725-3319

Concord
Barrell, W. Dwight, CID, Dir.
Econ. Dev. — City of Concord
City Hall, 41 Green St., 03301
603/224-9937

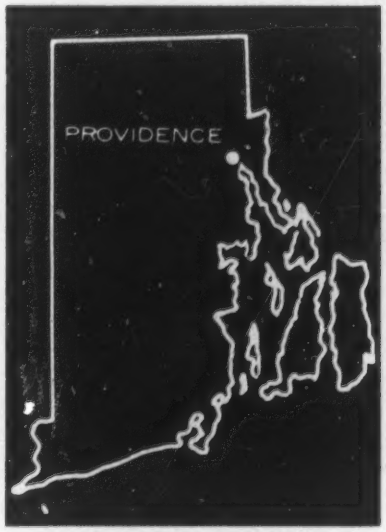
Nashua
Winther, Thomas Z., C.I.D., Mgr.
Nashua-NH Fdtn.
Chestnut at Factory St. 03060
603/883-3991

Portsmouth
Sheridan, Chistopher
City Ec. Dev. Commission
126 Daniel St. 03801
603/431-2000

Circle adjacent number on ACTION CARD for New Hampshire Free Literature

CIRCLE NO.

149 **STATE OF NEW HAMPSHIRE** — *Industrial New Hampshire 1980 & Industrial Park Profile.* Information concerning economic environment, labor trends by region, energy & utilities, profitability and financing.



RHODE ISLAND

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Confidential site location surveys
- Mortgage guarantees for buildings and equipment

Tax rates:
- Corporate income tax .....8% of net
- Personal income tax.....19.24% of Federal
- Personal property tax .. varies locally
- Sales tax 6%
- Equipment and machinery tax ..... Mfgr. M&E purchased after Dec. 31, 1974 is not locally taxed.
- Franchise and incorp. tax $2.50/10M
- Gasoline tax 10% of wholesale price

Advanced education facilities:
- Four-year colleges and universities 11
- Two-year or junior colleges 1
- Vocational and business schools 12

Medical facilities:
- Hospitals 20
- Clinics .....NA

Labor Analysis
High school graduates 16,000
Mfgr. workers in Unions 40%
Source: **Rhode Island Department of Economic Development**

Environment Controls

Air & Water Pollution

Dept. of Environmental Management, 83 Park St., Providence, R.I. 02908

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
RHODE ISLAND	949.7	947.2
Coventry	22.9	27.1
Cranston	74.3	72.0
Cumberland	26.6	27.1
East Providence	48.2	51.0
Newport	34.6	29.3
North Providence	24.3	29.2
Pawtucket	77.0	71.2
Providence	179.1	156.8
Warwick	83.7	87.1
West Warwick	24.3	27.0
Woonsocket	46.8	45.9

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Fall River, Mass. — R.I.	169.5	176.8
New London — Norwich, Conn. — R.I.	241.9	248.6
Providence — Warwick — Pawtucket, R.I. — Mass.	908.9	919.2

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
RHODE ISLAND		
127.3	39.0	6.26
Providence — Warwick — Pawtucket		
141.3	39.1	6.22

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Providence—Warwick—Pawtucket		
466.3	30.1	6.5

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, 24 Mason St., Providence 02903

SMSA Wage Survey

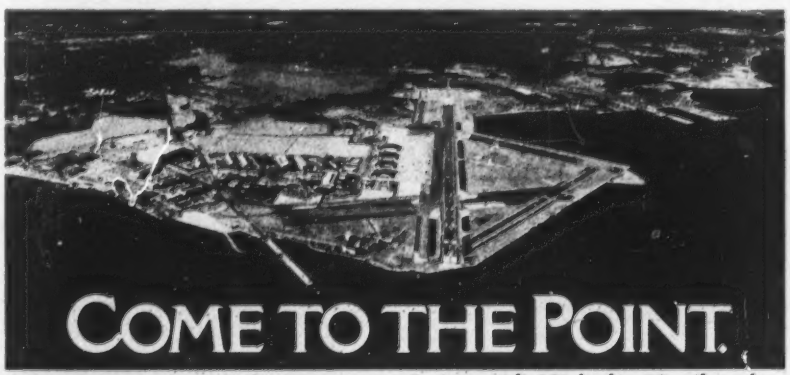
Average straight-time hourly earnings in manufacturing in $

	Providence Warwick Pawtucket, R.I.-Mass. 6/81
Office, professional & technical	
Clerks, payroll	5.35
Secretaries	6.22
Stenographers	*5.78
Switchbd opr-recept's	5.06
Drafters	7.36
Electronics technicians	8.41
Computer operator	6.24
Computer programmers (business)	8.71
Maintenance & powerplant (men)	
Carpenters	7.00
Electricians	8.18
Engineers, stationary (mfg. & non-mfg. combined)	8.77
Machinists	7.90
Mechanics (machinery)	7.19
Tool & die makers	8.94
Custodial & material movement (men)	
Guards	5.30
Janitors, porters & cleaners	5.15
Laborers, mat'l handling	4.97
Shipping & receiving clerks	6.11
Truckdrivers	7.22
Forklift operators	6.09

*Computed from available statistics

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
398.5	. . . .	. . . .
MANUFACTURING		
127.8	39.3	5.59
DURABLE GOODS		
56.0	40.6	6.18
Stone, Clay, and Glass Products—SIC 32		
3.0	45.6	6.26
Primary Metal Industries—SIC 33		
8.0	42.8	6.23
Fabricated Metal Products—SIC 34		
9.7	38.1	5.55
Machinery, Except Electrical—SIC 35		
9.5	42.6	7.21
Electric & Electronic Eqpmt.—SIC 36		
11.2	37.8	5.46
Transportation Equipment—SIC 37		
7.2	41.3	6.96
Instruments and Related Products—SIC 38		
5.2	40.8	5.67
NONDURABLE GOODS		
71.8	38.2	5.12
Food and Kindred Products—SIC 20		
3.2	36.1	6.05
Textile Mill Products—SIC 22		
12.2	41.4	4.99
Apparel and Other Textile Products—SIC 23		
3.5	40.1	4.69



"Quonset Point / Davisville is the best equipped industrial park on the East Coast. Let me take you on a tour to prove The Point."
J. Joseph Garrahy, Governor, RI

From seacoast docks to a cargo jet runway, everything's already here for you at Quonset Point/Davisville, Rhode Island.

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And nearby are hundred-billion-dollar markets.

And it's all within 3 hours of New York and 1 hour of Boston via I-95.

For a personal tour of The Point with Governor Garrahy—or for our Quonset Point/Davisville Site Seeing Kit—write or phone Scott Eubanks, Director, Rhode Island Department of Economic Development, 7 Jackson Walkway, Providence, RI 02903. 401-277-2601.

Quonset Point / Davisville, Rhode Island
The biggest little state in the union.™

Circle 1 on Brochure Service Card

Paper and Allied Products—SIC 26		
2.9	39.8	5.29
Printing and Publishing—SIC 27		
5.4	39.4	7.27
Chemicals and Allied Products—SIC 28		
3.1	38.4	7.63
Rubber and Plastics Products, NEC—SIC 30		
7.0	39.0	5.52

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (P) = Providence

Coventry (P)
Cranston 1, 2 (P)
Cumberland 2 (P)
East Providence 1 (P)
Newport 1 (P)
North Providence (P)
Pawtucket 1, 2 (P)
Providence 1, 2, 3 to 7 incl.
Warwick (P)
West Warwick 1 (P)
Woonsocket 2 (P)

Railroads

1. Conrail
2. Providence & Worcester

Airlines

3. Allegheny Commuter
4. Eastern
5. Pilgrim Airlines
6. United
7. U.S. Air

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below. "e"=electric "g"=gas

Coventry — 1e, 2g
Cranston — 1e, 2g
Cumberland — 5e, 6g
East Providence — 1e, 2g
Newport — 3e, 2g
North Providence — 1e, 2g, 6g
Pawtucket — 5e, 2g, 6g
Providence — 1e, 2g
Warwick — 1e, 2g
West Warwick — 1e, 2g
Woonsocket — 5e, 6g

1. Narragansett Electric Co.
   280 Melrose St., Providence 02901
2. Providence Gas Co.
   100 Weybosset St., Providence 02901
3. Newport Elec. Corp.
   45 Long Wharf Mall, Newport 02840
5. Blackstone Valley Elec. Co.
   Washington Hwy., Box 1111, Lincoln 02865
6. Valley Resources Inc.
   1595 Mendon Rd., Cumberland 02864

Water Resources

R.I. Water Resources Board
265 Melrose St.
Providence, R.I. 02907
401/277-2217

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Providence	28	72	5972	532

Industrial Development Counselors

State Development Agency

Eubanks, Scott, Director
Rhode Island Dept. of Econ. Dev.
7 Jackson Walkway
Providence 02903
401/277-2601

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Pawtucket
Adams, Norman J., C.I.D.
Pres., North American Ind., Inc.
Box 348, 02862
401/725-6788 or 8036

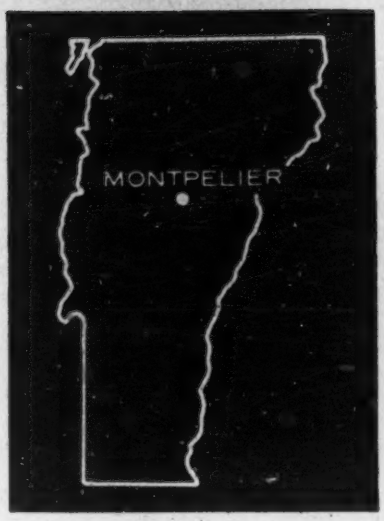
Providence
Theriault Roland L. Exec. Dir:
Providence Ind. Dev. Corp.
10 Dorrance St. Rm 514, 02903
401/273-8050

Schwaner, Walter J., Chief Plnr.
Planning & Urban Design
CE Maguire, Inc.
31 Canal, 02903
401/272-6000 Ext. 362

Sauderatown
Schmidt, Adolph T. C.I.D. Exc. V.P.
Industrial Dev. Assoc., Inc.
Box 392, 02874
401/295-1153

Circle adjacent number on ACTION CARD for Rhode Island
Free Literature
CIRCLE NO.

1 **STATE OF RHODE ISLAND** — *Quonset Point/ Davisville, R.I. Site Seeing Kit* includes info on one-stop financing, job training, labor force, markets, transportation, sites, tax incentives and quality of life.



VERMONT

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Business consulting
- Direct loans
- Loan guarantees

Tax rates:

Corporate income tax	5-7.5%
Personal income tax	23% of federal
Personal property tax	none
Sales tax	3%
Inventory tax	varies locally
Equipment and machinery tax	varies locally
Franchise and incorporation tax	graduated
Gasoline tax	$.09 per gal.

Advanced education facilities:

Four-year colleges and universities	15
Two-year or junior colleges	5
Vocational and business schools	16

Medical facilities:

Hospitals	20
Clinics	12

Labor Analysis:
- High school graduates: 7,990
- Mfgr. workers in Unions .... 22.7% (non agricultural)

Source: **Vermont Agency of Development and Community Affairs**

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, P.O. Box 488, Green Mountain Drive, Montpelier 05602

Environment Controls

Air Pollution

Air Pollution Control, Environmental Engineering Div., Agency of Environmental Conservation, 79 River St., Montpelier 05602

Water Pollution

Water Quality Div., Water Resources Dept., same address as above

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
VERMONT	444.7	511.5
Burlington	38.6	37.7

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Burlington	98.3	114.1

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
VERMONT		
49.9	40.0	6.98
Burlington		
15.8	41.5	7.36
Springfield		
6.1	39.9	7.66

***Preliminary figures**

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
199.7	. . . .	. . . .
MANUFACTURING		
50.7	40.5	6.04
DURABLE GOODS		
35.6	41.2	6.30
Lumber and Wood Products—SIC 24		
3.7	40.0	4.81
Furniture and Fixtures—SIC 25		
2.7	40.7	4.91
Stone, Clay, and Glass Products—SIC 32		
2.3	42.8	6.28
Machinery, Except Electrical—SIC 35		
7.3	42.1	6.99
Electric & Electronic Eqpmt.—SIC 36		
11.1	41.7	6.41
NONDURABLE GOODS		
15.0	39.2	5.56
Food and Kindred Products—SIC 20		
2.3	43.2	5.52
Apparel and Other Textile Products—SIC 23		
1.7	33.9	4.34
Paper and Allied Products—SIC 26		
2.7	40.4	6.57
Printing and Publishing—SIC 27		
3.9	39.3	6.46
Rubber and Plastics Products, NEC—SIC 30		
1.6	38.7	5.21

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Burlington 1, 2, 3, 4, 5

Railroads

1. Central Vermont

Airlines

2. Air North
3. Clinton Aero Corp.
4. Delta
5. U.S. Air

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Burlington — 1e, 2g

1. Burlington Elec. Light Dept. 585 Pine St., Burlington 05401
2. Vermont Gas Systems, Inc. 31 Swift St., So. Burlington 05401

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Burlington	17	70	7876	396

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel	1,900	4,171
Stone:		
Crushed	1,320	4,787
Dimension	169	23,649
Talc	153,318	2,365
Combined value of other nonmetals		7,277
Grand Total Vermont 1980		**42,249**

* = Thousand short tons

Industrial Development Counselors

State Development Agency

Justis, Robert Y., Jr.,
Director of Ec. Dev.
Vermont Economic Development Department
Pavilion Off. Bldg.
Montpelier 05602
802/828-3221

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Circle adjacent number on ACTION CARD for Vermont Free Literature

CIRCLE NO.

158 **STATE OF VERMONT** — *A Presentation of Vermont,* information on labor, industry, transportation, energy, Taxes/Finance and living conditions.

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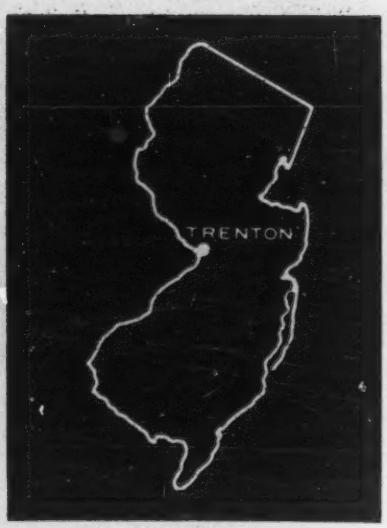
MIDDLE ATLANTIC • NEW JERSEY



NEW JERSEY

State Information

Financial assistance to industry:

- Industrial revenue bond financing
- Guaranteed loans
- Direct loans
- Tax abatement
- Pollution control financing

Tax rates:

- Corporate income tax 9%
- Sales Tax 5%
- Equip. and mach. tax (exc. equipment acquired after 1/1/77), being phased out)1.3% of 50% orig. cost
- Incorporation certificate .....min. $60
- Gasoline tax .....$.08/gal.

Advanced education facilities:

- Four-year colleges and universities 32
- Two-year or junior colleges 18
- Vocational and business schools 159

Medical facilities:

- Hospitals 103

Labor Analysis:

High school graduates (1978) 97,079
Workers in Unions 23.3%
Source: New Jersey Div. of Econ. Dev.

Environment Controls

Air Pollution

Bureau of Air Pollution Control, CN 027, Trenton 08625
609/292-6704

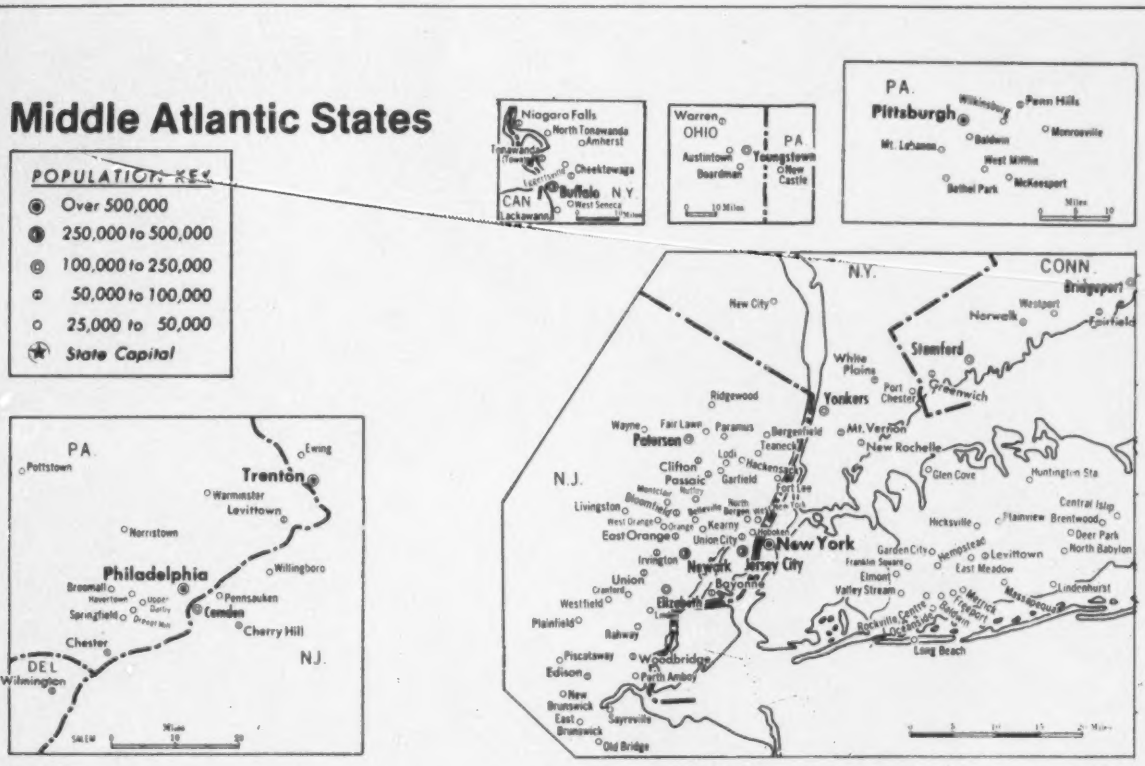
Water Pollution

Division of Water Resources, CN 029, Trenton 08625
609/292-0580

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
NEW JERSEY	7,171.1	7,364.2
Atlantic City	47.9	40.2
Bayonne	72.7	65.0
Belleville	37.6	35.4
Bergenfield	29.0	25.6
Bloomfield	52.0	47.8
Brick Twp.	35.1	53.6
Bridgewater Twp.	30.2	29.2
Camden	102.6	84.9
Cherry Hill Twp.	64.4	68.8
Clifton	82.4	74.4
Dover Twp.	43.8	64.5
East Brunswick Twp.	34.2	37.7
East Orange	75.5	77.0
Edison Twp.	67.1	70.2
Elizabeth	112.7	106.2
Ewing Twp.	32.8	34.8
Fair Lawn	38.0	32.2
Fort Lee	30.6	32.4
Franklin	30.4	31.4
Garfield	30.8	26.8
Gloucester Twp.	26.5	45.2
Hackensack	36.0	36.0
Hamilton Twp.	79.6	82.8
Hoboken	45.4	42.5
Howell Twp.	21.8	25.1
Irvington	59.7	61.5
Jackson Twp.	18.3	25.6
Jersey City	260.4	223.5
Kearny	37.6	35.7
Lakewood Twp.	25.2	38.5
Linden	41.4	37.8
Livingston Twp.	30.1	28.0
Long Branch	31.8	29.8
Manchester Twp.	7.6	28.0
Middletown Twp.	54.6	62.6
Montclair	44.0	38.3
Neptune Twp.	27.9	28.4
New Brunswick	41.9	41.4
Newark	381.9	329.2
North Bergen Twp.	47.8	47.0
Nutley	31.9	29.0
Old Bridge Twp.	48.7	51.5
Orange	32.6	31.1
Paramus	28.4	26.5
Parsippany-Troy Hills Twp.	55.1	49.9
Passaic	55.1	52.5
Paterson	144.8	138.0
Pemberton Twp.	19.8	29.7
Pennsauken Twp.	36.4	33.8
Perth Amboy	38.8	39.0
Piscataway Twp.	36.4	42.2
Plainfield	46.9	45.6
Rahway	29.1	26.7
Ridgewood	27.5	25.2
Sayreville	32.5	30.0
Teaneck Twp.	42.4	39.0



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Trenton	104.8	92.1
Union City	57.3	55.6
Union Twp.	53.1	50.2
Vineland	47.4	53.8
Washington Twp. (Gloucester Cnty.)	15.7	27.9
Wayne Twp.	49.1	46.5
West New York	40.6	39.2
West Orange	43.7	39.5
Westfield	33.7	30.4
Willingboro Twp.	43.4	39.9
Woodbridge Twp.	98.9	90.1

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Allentown — Bethlehem — Easton, Pa. — N.J.	594.4	636.7
Atlantic City	175.0	194.1
Jersey City	607.8	557.0
Long Branch — Asbury Park	461.8	503.2
New Brunswick — Perth Amboy — Sayreville	583.8	595.9
New York, N.Y. — N.J.	9,973.7	9,119.7
Newark	2,057.5	1,965.3
Paterson — Clifton — Passaic	460.8	447.6
Philadelphia, Pa. — N.J.	4,824.1	4,716.8
Trenton	304.1	307.9
Vineland — Millville — Bridgeton	121.4	132.9
Wilmington, Del. — N.J. — Md.	499.5	524.1

Labor

EMPLOYMENT, HOURS & EARNINGS

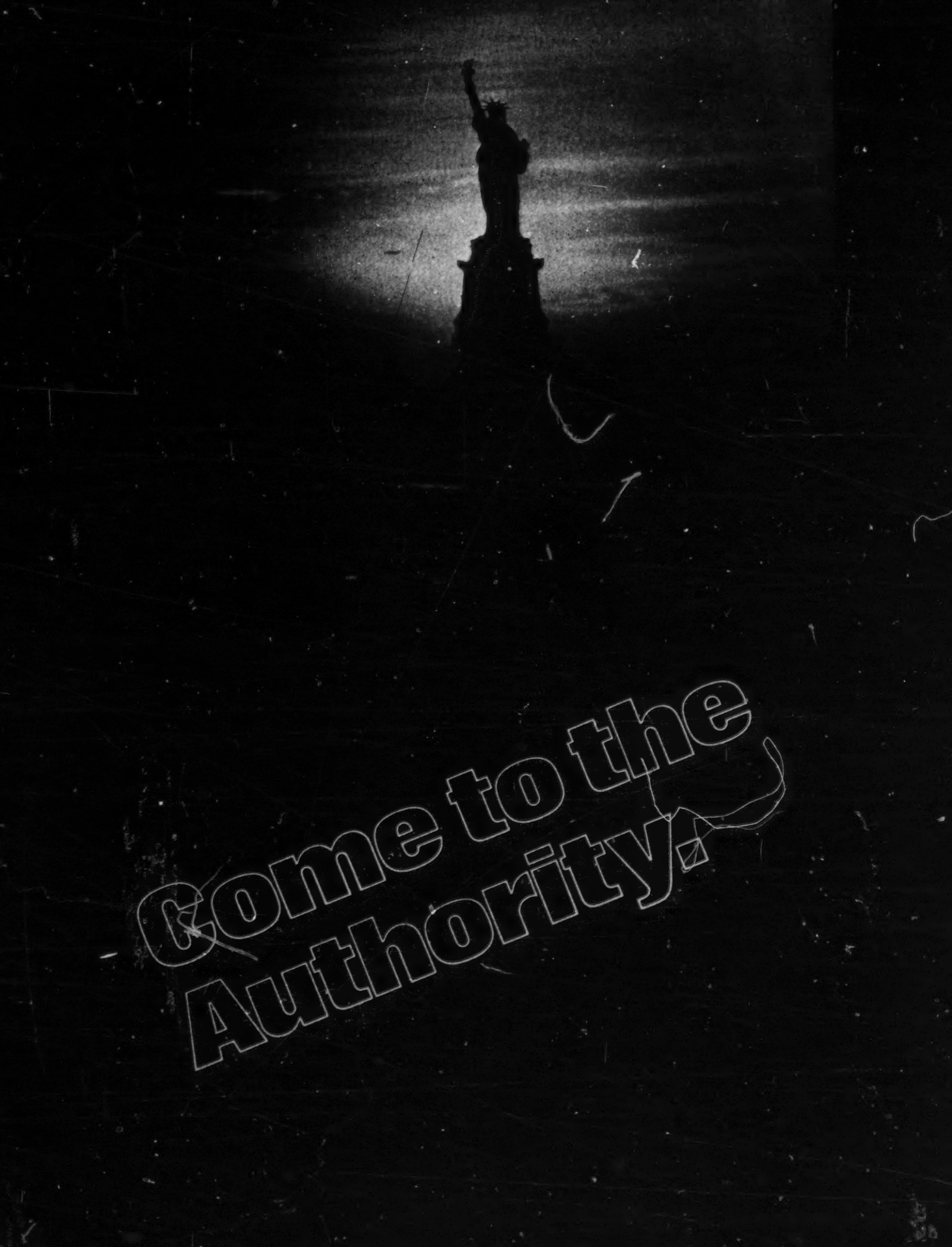
Manufacturing Payrolls, Average Gross for Production Workers—September 1981

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW JERSEY 785.3	40.7	8.03
Atlantic City 8.0	37.2	6.72
Camden 71.1	40.5	8.26
Hackensack 108.4	41.2	7.13
Jersey City 68.5	40.5	7.76
Long Branch — Asbury Park 25.2	. . .	. . .
Newark 242.7	41.0	8.23
New Brunswick — Perth Amboy — Sayreville 91.3	43.7	9.38
Paterson — Clifton — Passaic 65.8	42.4	4.24
Trenton 35.2	38.7	8.25
Vineland — Millville — Bridgeton 18.9	. . .	. . .

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Atlantic City 116.0	10.1	8.7
Jersey City 239.0	22.2	9.3
Long Branch—Asbury Park 239.2	16.1	6.7
Newark 974.5	60.2	6.2
New Brunswick—Perth Amboy—Sayreville 327.1	17.8	5.4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Or call: Industrial Development Department, 1-800-221-5468. In New York: (212) 466-8848.

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Circle 5 on Brochure Service Card

NEW JERSEY

Paterson—Clifton—Passaic		
208.5	14.9	7.2
Trenton		
161.9	8.1	5.0
Vineland—Millville—Bridgeton		
58.4	6.2	10.6

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
3,053.9	. . . .	. . . .
MANUFACTURING		
783.4	41.0	7.31
DURABLE GOODS		
386.7	41.6	7.50
Lumber and Wood Products—SIC 24		
5.8	37.3	5.33
Furniture and Fixtures—SIC 25		
9.8	38.4	6.43
Stone, Clay and Glass Products—SIC 32		
33.5	41.8	7.52
Primary Metal Industries—SIC 33		
25.8	44.4	7.47
Fabricated Metal Products—SIC 34		
60.9	41.3	7.51
Machinery, Except Electrical—SIC 35		
75.4	42.2	8.22
Electrical Equipment and Supplies—SIC 36		
92.6	40.1	6.95
Transportation Equipment—SIC 37		
18.4	46.4	10.00
Instruments and Related Products—SIC 38		
37.3	42.8	7.58
Miscellaneous Manufacturing Industries—SIC 39		
27.3	38.9	5.82
NONDURABLE GOODS		
396.7	40.4	7.13
Food and Kindred Products—SIC 20		
49.8	41.7	7.46
Tobacco Manufactures—SIC 21		
0.4	. . . .	. . . .
Textile Mill Products—SIC 22		
20.4	41.2	6.04
Apparel and Other Textile Products—SIC 23		
55.3	34.7	4.98
Paper and Allied Products—SIC 26		
32.2	44.8	6.89
Printing and Publishing—SIC 27		
55.0	39.0	7.41
Chemicals and Allied Products—SIC 28		
127.9	41.6	8.44
Petroleum and Coal Products—SIC 29		
12.1	47.9	11.58
Rubber and Plastic Products—SIC 31		
37.6	40.0	5.80
Leather and Leather Products—SIC 31		
6.1	40.2	4.57

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Newark 1/81	Trenton 9/81	Paterson-Clifton-Passaic 6/81
Office, professional & technical			
Clerks, payroll	6.29	6.10	6.41
Secretaries	7.42	7.32	7.16
Stenographers	6.89	7 01(a)	5.90(a)
Swtichbd opr-recept's	5.37	5.54	5.78
Drafters V	10.03	11.03	10.28
Electronics technicians	7.33	10.70(a)	10.63(a)
Computer operators	7.56	8.25	6.87
Computer programmers (business)	10.48	9.95	10.63
Maintenance & powerplant (men)			
Carpenters	9.28	9.86	9.21
Electricians	9.90	11.40	9.30
Engineers, stationary	10.56	10.03	8.69
Machinists	9.83	8.85	9.70
Mechanics (machinery)	9.37	9.53	8.39
Tool & die makers	9.87	NA	10.17
Custodial & material movement (men)			
Guards & watchmen	7.37	7.44	5.98
Janitors, porters & cleaners	6.75	5.24	6.22
Laborers, mat'l hdlg	5.95	5.56	6.18
Ship & rec'ive clerks	6.95	7.84	6.89
Truckdrivers	9.05	8.02	7.62
Forklift operators	7.28	8.78	7.78

(a) Mfg. & non-mfg. combined

State Employment Security Agency

For additional labor market information: Dept. of Labor & Industry, Div. of Planning and Research, CN 056, Trenton 08625
609/292-7376

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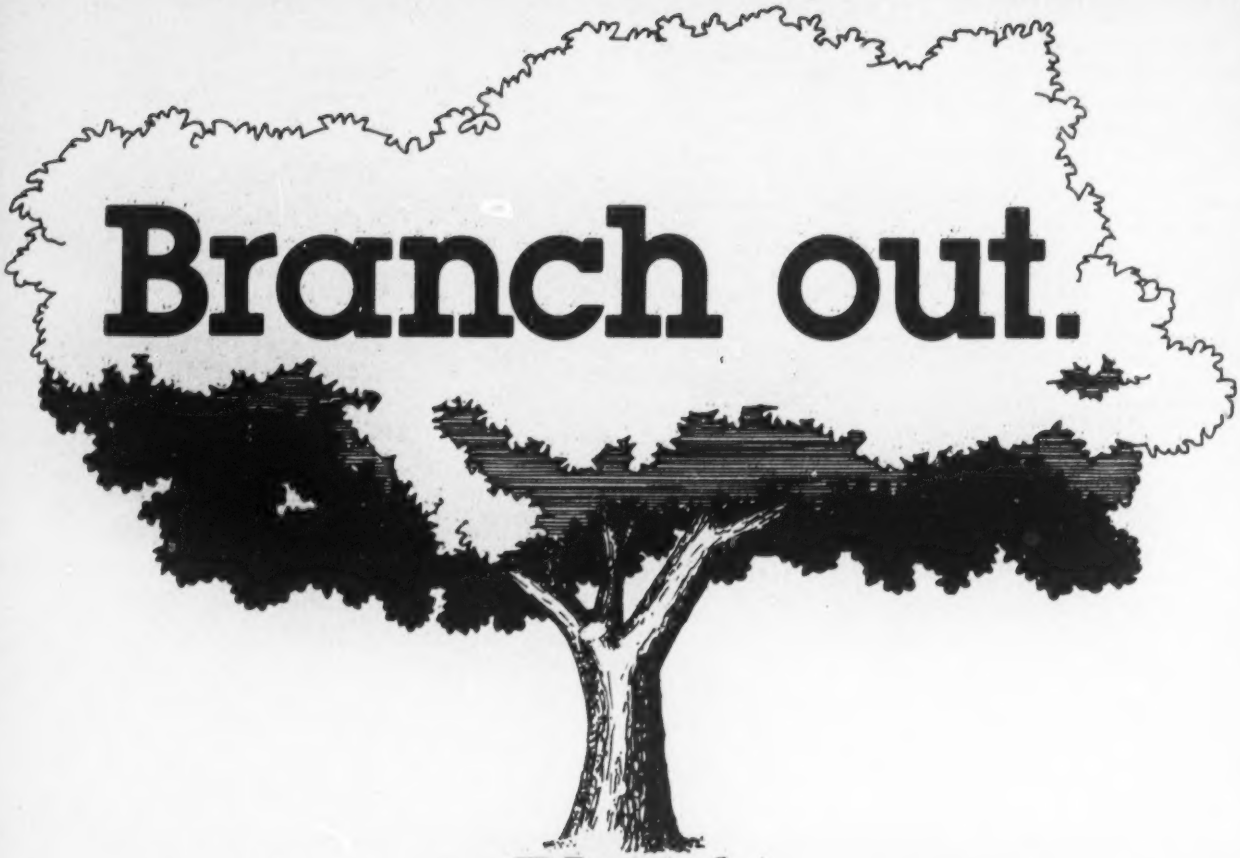

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Shipping on the Delaware River and rail service also provide easy access throughout the East's metropolitan New York/Philadelphia/Wilmington/Baltimore and Washington, D.C. markets.

Utilities, wide open spaces, cooperative local government and a ready and willing work force are all incentives for your company to plant roots in historic and productive Salem County, New Jersey.

For more information on the advantages of Salem County, use the reader service card, or contact Lori Davenport, P.I.C. Coordinator. We're ready to help you branch out.

(The Salem Oak is a symbol of our strength and endurance dating back over 3 centuries.)

Private Industry Council

of Salem County

90 Market Street, Salem, NJ 08079
(609) 935-7510 Ext. 408

Circle 6 on Brochure Service Card

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (N) = Newark, N.Y. = New York (La Guardia).

Atlantic City 1, 6, 9
Bayonne 1 (N)
Belleville 1 (N)
Bergenfield 1 (N.Y.)
Bloomfield 1 (N)
Brick Twp. (9 through Asbury Park, Trenton)
Bridgewater Twp. (N)
Camden 1 (Phila., Pa.)
Cherry Hill Twp. (Phila., Pa.)
Clifton 1 (N)
Dover Twp. 1 (N)
East Brunswick Twp. (N)
East Orange 1 (N)
Edison Twp. 1 (N)
Elizabeth 1 (N)
Ewing Twp. (Trenton)
Fair Lawn 1 (N.Y.)
Fort Lee (N.Y.)
Franklin 1 (N)
Garfield 1 (N)
Gloucester Twp. 1 (Phila., Pa.)
Hackensack 1, 3 (N.Y.)
Hamilton Twp. (Trenton)
Hoboken 1 (N)
Howell Twp. 1
Irvington 1 (N)
Jersey City 1, 2 (N)
Kearny 1 (N)
Lakewood Twp. 1 (9 through Asbury Park, Trenton)
Linden 1, 2 (N)
Livingston Twp. (N)
Long Branch 1 (N) (9 through Asbury Park, Newark)
Middletown Twp. 1 (N) (9 through Asbury Park, Newark)
Montclair 1 (N)
Neptune Twp. (N) (9 through Asbury Park, Newark)
New Brunswick 1 (N)
Newark 1, 4 to 8 incl., 10-22 incl.
North Bergen Twp. 1, 3 (N)
Nutley 1 (N)
Old Bridge Twp. 1 (N)
Orange 1 (N)
Paramus (N.Y.)
Parsippany — Troy Hills Twp. (N)
Passaic 1, 3 (N)
Paterson 1, 3 (N)
Pemberton Twp. 1
Pennsauken Twp. (Phila., Pa.)
Perth Amboy 1 (N)
Piscataway Twp. (N)
Plainfield 1 (N)
Rahway 1 (N)
Ridgewood 1 (N.Y.)
Sayreville 1 (N)
Teaneck Twp. 1 (N.Y.)
Trenton 1, 6
Union City 1 (N.Y.)
Union Twp. 1 (N)
Vineland 1 (Atlantic City)
Washington Twp. 1 (Allentown, Pa.)
Wayne Twp. 1 (N)
West New York (N.Y.)
West Orange 1 (N)
Westfied 1 (N)
Willingboro Twp. (Philadelphia, Pa.)
Woodbridge Twp. 1 (N)

Railroads

1. Conrail
2. Chessie System
3. New York, Susquehanna & Western

Airlines

4. Air Florida
5. Air Vectors Airways
6. Allegheny Commuter
7. American
8. Braniff
9. Colgan Airways
10. Continental
11. Delta
12. Eastern
13. Empire
14. New York Air
15. Northwest
16. Pan Am
17. Peoples Express Airlines
18. Piedmont
19. TWA
20. United
21. U.S. Air
22. World Airways

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Circle 11 on Brochure Service Card

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Atlantic City — 1e, 2g
Bayonne — 3eg
Belleville — 3eg
Bergenfield — 3eg
Bloomfield — 3eg
Brick Twp. — 5e, 6g
Bridgewater Twp. — 3eg
Camden — 3eg
Cherry Hill Twp. — 2g, 3eg
Clifton — 3eg
Dover Twp. — 5e, 6g
East Brunswick Twp. — 3eg, 5e
East Orange — 3eg
Edison Twp. — 3eg, 4g
Elizabeth — 3e, 4g
Ewing Twp. — 3eg
Fair Lawn — 3eg
Fort Lee — 3eg
Franklin — 5e, 3g
Garfield — 3eg
Gloucester Twp. — 3e, 2g
Hackensack — 3eg
Hamilton Twp. — 3e, 2g
Hoboken — 3eg
Howell Twp. — 5e, 6g
Irvington — 3eg
Jackson Twp. — 5e, 6g
Jersey City — 3eg
Kearny — 3eg
Lakewood Twp. — 5e, 6g
Linden — 3eg, 4g
Livingston Twp. — 5e, 3g
Long Branch — 5e, 6g
Manchester Twp. — 5e, 6g
Middletown Twp. — 5e, 6g

DEVELOPMENT IS TAKING OFF IN MERCER COUNTY, NJ...

From the historic capitol in Trenton to the famous university community in Princeton, Over 6.4 million square feet of new building activity is under way.

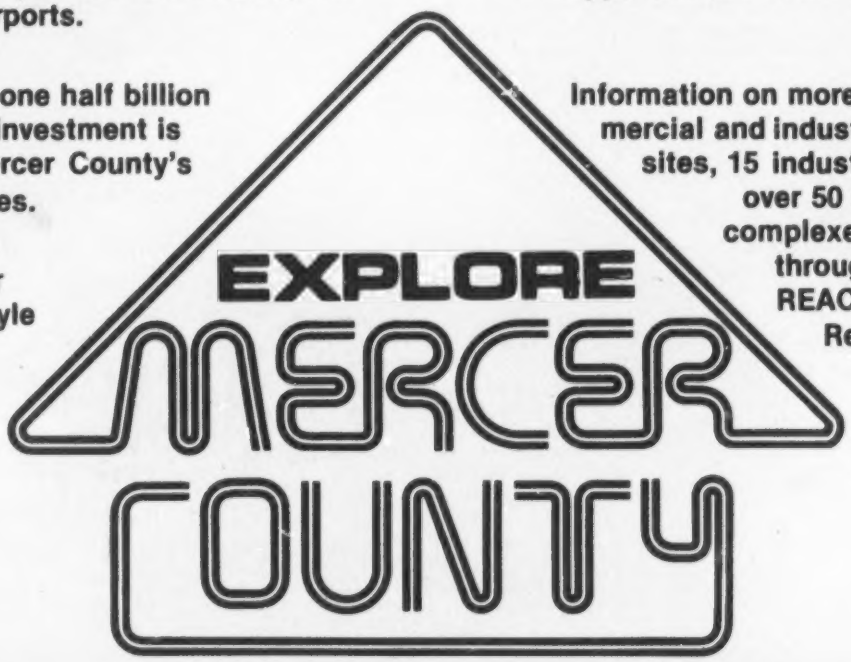
At Mercer County Airport, THE Airline announced new jet commuter service to 20 major US airports.

A 1982 Investor's Guide to Development Opportunities in Mercer County, NJ is available.

Approximately one half billion dollars in new investment is occuring in Mercer County's 13 municipalities.

Information on more than 200 commercial and industrial real estate sites, 15 industrial parks and over 50 office/research complexes is available through the Division REACT Real Estate Referral System.

Investigate our executive lifestyle

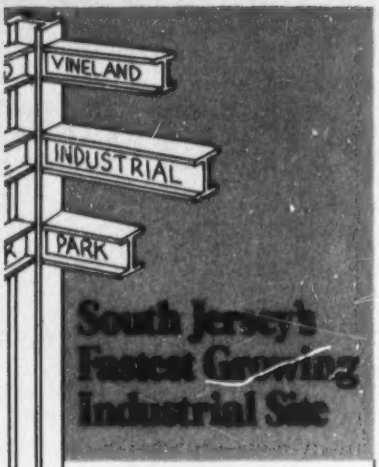


We invite you to explore Mercer County and discover why the future is here!

Contact the Division of Economic Development
Call, write, walk in:

Bill Mathesius, County Executive
Steffan N. Gable, Director of Economic Development
P.O. Box 8068 Trenton, New Jersey 08650
Phone: 609-989-6555

Circle 3 on Brochure Service Card



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Vineland Industrial Commission

City Hall • Vineland, N.J. 08360

609/691-3000

Circle 10 on Brochure Service Card

Montclair — 3eg
Neptune Twp. — 5e, 6g
Newark — 3eg
New Brunswick — 3eg
North Bergen Twp. — 3eg
Nutley — 3eg
Old Bridge — 5e, 3g, 6g
Orange — 3eg
Paramus — 3eg
Parsippany-Troy Hills Twp. — 5e, 3g, 6g
Passaic City — 3eg
Paterson — 3eg
Pemberton Twp. — 3eg, 5e
Pennsauken Twp. — 3eg
Perth Amboy — 3e, 4g
Piscataway Twp. — 3eg
Plainfield — 3eg
Rahway — 3e, 4g
Ridgewood — 3eg
Sayreville — 5e, 3g
Teaneck Twp. — 3eg
Trenton — 3eg
Union City — 3eg
Union Twp. — 3eg, 4g
Vineland — 1e, 8e, 2g
Washington Twp. — 1e, 3e, 2g, 6g
Wayne Twp. — 5e, 3g
West New York — 3eg
West Orange — 3eg
Westfield — 3e, 4g
Willingboro Twp. — 3eg
Woodbridge Twp. — 3e, 4g

1. Atlantic City Electric Co.
   1600 Pacific Ave., Atlantic City 08404
2. South Jersey Gas Co.
   Routh 54, Folsom 08037
3. Pub. Service Elec. and Gas Co.
   80 Park Plaza, Newark 07101
4. Elizabethtown Gas Co.
   1 Elizabethtown Pl., Elizabeth 07207
5. Jersey Central Pwr. & Lt. Co.
   Madison Ave., at Punch Bowl Rd., Morristown 07960
6. New Jersey Nat. Gas Co.
   601 Bangs Ave., Asbury Park 07712
8. Vineland Elec. Utility
   City Hall, 7th & Wood Sts., Vineland 08360

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Atlantic City	33	75	4946	864
Elizabeth	32	76	5017	953
Jersey City	31	75	5238	871
Long Branch	32	74	5128	770
Newark	31	76	5034	1024
New Brunswick	31	75	5111	842
Paterson	30	76	5231	958
Plainfield	31	75	5235	848
Trenton	32	76	4947	968

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	63	525
Gem stones	NA	1
Peat	20	564
Sand & gravel	8,596	45,535
Stone, crushed (exc. dimension)	11,830	61,886
Zinc (recov. cont. of ores, etc.) (metric tons)	28,859	23,814
Combined value of magnesium compounds, greensand marl, stone (dimension), and titanium concentrate (ilmenite).		17,123
Grand Total New Jersey 1980		**149,448**

* = Thousand short tons except as noted

Industrial Development Counselors

State Development Agency

Callaghan, Harry J., Director
Div. of Ec. Dev.
NJ Dept. of Labor & Industry
P.O. Box CN380, Trenton 08625
609/292-2462 or 7757

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Atlantic City
Dalberth, Louis J.
S. NJ Dev. Cncl.,
One New York Ave. 08401

Bridgeton
Snyder, Wm. A., Exec. Dir.
Cumberland County Ec. Dev. Bd
790 E. Commerce St. 08302
609/451-8000 Ext. 388

Bridgeport
Walters, Charles, T., VP
Pureland Industrial Complex
603 Heron Dr., 08014
609/467-2333

Camden
Baughman, William C., Dir.
Camden Cty. Ec. Dev. Comm.
600 Market St. 08101
609/757-8289

Edison
Federal Business Centers
300 Raritan Cntr. Pkwy., 08817
201/225-2200

Franklin Lakes
Heilmann, Frank, V.P.
McBride Enterprises —
Oakland Ind. Pk.
808 High Mountain Rd. 07417

Lakewood
Young, Robert, Dir.
Lakewood Ind. Dev.
231 3rd St., 08701
201/364-2500, Ext. 59

Lyndhurst
Bermingham, Tim
Cushman & Wakefield of NJ, Inc.
1099 Wall St., West, 07071
201/935-4000

Newark
Bilinkas, Charles A.
C. A. Bilinkas & Co.
1180 Raymond Blvd. 07102
201/643-6200
Cox, Arthur M., Jr., Dir. of Public Rel.
NJ State C. of C.,
5 Commerce St. 07102
201/623-7070

Franklin, Robert, Gen. Mgr.
Urban Aff. & Area Dev.
Publ. Svc. Elec. & Gas. Co.
80 Park Pl. T-10-C
201/430-5925
Steiner, David S., Exec. V.P.
Sudler Construction Co., Inc.
32 Commerce St. 07102
201/622-3330

Newton
McCabe, Wayne T., Dir.
Sussex Cnty. Econ. Dev. Commsn.
57 High St., 07860
201/383-1217

Rio Grande
Kelly, Donald M., Exec. Dir.
Cape May County Econ. Dev. Comm.
P.O. Box 315, 08242
609/886-1755

Salem
Davenport, Loei, PIC Coordinator
Private Industry Council
of Salem, 08079
609/935-7510 Ext. 408

Sayreville
MacLean, Florence
Ind. Comsn. of
167 Main St., 08872
201/257-3200

Somerset
Williams, Richard E., Ec. Dev. Dir.
Somerset Cty.
P.O. Box #3000
Cty. Administration Bldg. 08876
201/231-7129

Toms River
Ashton, Fred, L., Jr., Exec. Dir.
Dover Township Ind. Comm.
33 Washington St., P.O. Box 728
08753
201/341-1000 Ext. 85

Trenton
Gable, Steffan N., ED Dir.
Mercer Cty. Ec. Dev. Comm.
Box 8068, 08560
609/989-6555
Cuccia, Anthony, Acting Dir.
NJ Econ. Dev. Auth.
P.O. Box 1446
Capital Place One, 08625
609/292-1800

Vineland
Moffatt, Jim, Exec. Dir.
Vineland Ind. Commsn.
7th & Wood Sts., 08360
609/691-3000

Wayne
Ham, Arthur E., Exec. Dir.
Wayne Twp. Ind. Comm.
475 Valley Rd. 07470
201/694-1800 Ext. 203

West Orange
Zall, Alex, E.V.P.
Alexander Summer Dev. Co.
10 Rooney Circle 07052
201/736-9000

Port of Authority NJ & NY
Cogan, Walter J., Gen. Mgr.
Properties Div.
64 W. 1 World Trade Cntr.
N.Y., N.Y. 10048
201/622-6600 Ext. 7978
Goldmark, Peter C., Exec. Dir.
The Port Authority of NY & NJ
One World Trade Cntr.
NY, NY, 10048
212/466-8848

MERRY OLDE ENGLAND?

Annual Race Meeting of Essex Fox Hounds

NO! SOMERSET COUNTY, NJ.

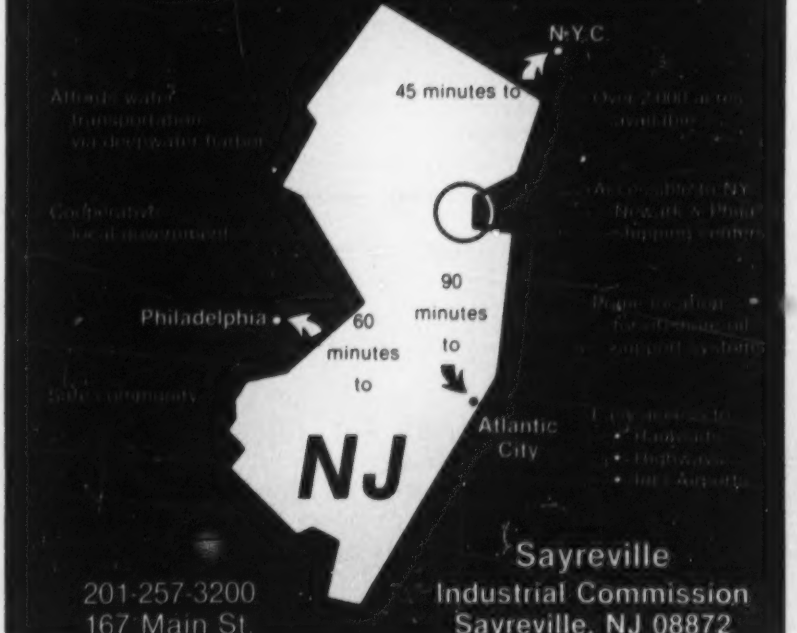
somerset county office of economic development

Administration Building
Somerville, NJ 201-231-7129
Richard E. Williams, Director

Circle 8 on Brochure Service Card

sayreville

a "total" industrial environment



Circle 7 on Brochure Service Card

Circle adjacent number on ACTION CARD for New Jersey
Free Literature
CIRCLE NO.

150 **STATE OF NEW JERSEY** — *Facts & Facets of N.J.* series. Info on markets, transportation, laws, taxes, utilities, new business opportunities and much more.

174 **CUMBERLAND COUNTY ECONOMIC DEVELOPMENT BOARD** — *Industrious Cumberland County, N.J.* details on this virtually untapped frontier of opportunity on the south Jersey shore.

3 **MERCER COUNTY** — offers 2 locational studies detailing its locational advantages for R & D facilities, printing & publishing and related manufacturing & distribution operations.

7 **SAYREVILLE INDUSTRIAL COMMISSION** — *The Home of Nationally-known Industries* — Located 30 miles south of New York City and 60 miles northeast of Philadelphia, serviced by rail and with river frontage, bordered by and criss-crossed with major transportation arteries — it should be your first stop for site viewing.

9 **SUSSEX COUNTY OFFICE OF ECON, DEV.** — *Sussex County,* info package will supply data on taxes, transportation, financing, utilities & much more.

10 **VINELAND ECON. DEV. CORP.** — *Vineland Magazine — NJ's largest city . . . 69 Square Miles of Opportunity* with information on government, utilities, transportation, sites available, etc.

11 **PURELAND INDUSTRIAL COMPLEX** — *Master planned for pleasant, productive and profitable business,* Pureland is the geographic center of the east coast's lucrative commercial corridor in Bridgeport, NJ.

SUSSEX COUNTY, N.J. HAS WHAT YOU NEED

Sussex County is ready to help your business grow. We are prepared to handle ALL of your location needs, including:

- **No-cost, confidential assistance in site selection and labor market analysis.**
- **Inventory of existing industrial buildings and land.**
- **Coordination with financial institutions to provide assistance for plant expansion or relocation.**
- **Tax-exempt industrial revenue bond financing.**
- **Guidance relating to local zoning, permiting and licensing procedures.**
- **Data on utilities and transportation and delivery networks.**
- **Customized training programs for employees.**

There is plenty of room for your company in our growing and expanding County. Let us show you, in confidence, what we can offer you for your company's future.

CONTACT:

WAYNE T. McCABE, P.P., DIRECTOR
SUSSEX COUNTY
ECONOMIC DEVELOPMENT COMMISSION
57 HIGH STREET
NEWTON, NEW JERSEY 07860
(201) 383-1217

Circle 9 on Brochure Service Card

NEW YORK

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings and equipment
- Bonds for pollution control
- Aid for job training
- Job Development Authority
- Urban Development Corporation
- Business Development Corporation
- Industrial Development Agency

Tax rates:
- Corporate income tax 10%
- Personal income tax:
  - On earned income 2%-10%
  - On unearned income 2%-14%
- Sales tax .....varies locally 4 to 8%
- Equipment and machinery tax ..None
- Incorporation fee .....varies
- Gasoline tax ....$.08/gal. + sales tax

Advanced education facilities:
- Four-year colleges and universities 159
- Two-year or junior colleges 88
- Vocational and business schools 507

Medical facilities:
- Hospitals 290
- Clinics (operating certificates) 340

Labor Analysis:
- High school graduates .....235,937 (June 1980)
- Nonagricultural wage & salary employees in unions 39.2%

Source: **New York State Dept. of Commerce**

Environment Controls

Air Pollution

Div. of Air, Dept. of Environmental Conservation, 50 Wolf Rd., Albany 12233 518/457-5618 (Bureau of Source Control)

Water Pollution

Div. of Waters, same address as above 518/458-5968

State Employment Security Agency

For additional labor market information: Division of Employment Labor Market Information, Dept. of Labor, Building 12, State Campus, Albany 12240 518/457-3800

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
NEW YORK	18,241.4	17,557.3
Albany	115.8	101.7
Amherst Town	93.9	108.7
Auburn	34.6	32.5
Babylon Town	203.6	203.5
Binghamton	64.1	55.9
Brighton Town	35.1	35.8
Brookhaven Town	245.3	364.8
Buffalo	462.8	357.9
Carmel	21.6	27.9
Cheektowaga Town	113.8	109.4
Clarkstown Town	61.7	77.1
Clay Town	36.3	52.8
Colonie Town	69.1	74.6
Cortlandt Town	34.4	35.7
De Witt Town	29.2	26.9
Eastchester Town	36.7	32.6
Elmira	39.9	35.3
Freeport	40.4	38.3
Gates Town	26.4	29.8
Glenville Town	29.0	28.5
Greece Town	75.1	81.4
Greenburgh Town	85.8	82.9
Guilderland	21.2	26.5
Hamburg Town	47.6	53.3
Haverstraw Town	25.3	31.3
Hempstead	39.4	40.4
Hempstead Town	801.6	738.5
Henrietta Town	33.0	36.1
Huntington Town	200.2	201.5
Irondequoit Town	64.9	57.6
Islip Town	278.9	298.9
Ithaca	26.2	28.7
Jamestown	39.8	35.8
Lancaster Town	30.6	30.1
Lindenhurst	28.4	26.9
Long Beach	33.1	34.1
Mamaroneck Town	31.2	29.0
Manlius Town	26.1	28.5
Mount Pleasant Town	38.5	39.3
Mount Vernon	72.8	66.7
New Rochelle	75.4	70.8
New York City	7,895.6	7,071.0
Niagara Falls	85.6	71.4
North Hempstead Town	235.0	218.6
North Tonawanda	36.0	35.8
Orangetown Town	53.5	48.6
Ossining Town	32.4	30.7
Oyster Bay Town	333.3	305.8
Penfield	23.8	27.2
Perinton Town	31.6	41.8
Pittsford Town	25.1	26.7
Poughkeepsie	32.0	29.8
Poughkeepsie Town	41.1	39.5
Ramapo Town	76.7	89.1
Rochester	295.0	241.7
Rockville Centre	27.4	25.4
Rome	50.1	43.8
Rotterdam Town	31.1	29.5
Rye Town	43.2	38.9
Salina Town	38.3	37.4
Schenectady	78.0	68.0
Smithtown Town	114.7	116.7
Southhampton Town	36.0	42.8
Syracuse	197.3	170.1
Tonawanda Town	107.3	91.3
Troy	62.9	56.6
Union Town	64.5	61.2
Utica	91.4	75.6
Valley Stream	40.4	35.8
Vestal Town	26.9	27.2
Wappinger	22.0	26.8
Watertown	30.8	27.9
Webster	24.7	28.9
West Seneca Town	48.4	51.2
White Plains	50.3	47.0
Yonkers	204.3	195.4
Yorktown Town	28.1	32.0

NA = Not Available

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW YORK		
1439.7	39.0	7.97
Albany — Schenectady — Troy		
55.7	39.8	8.35
Binghamton		
44.0	41.4	7.21
Buffalo		
131.4	39.4	10.26
Elmira		
11.3	40.3	7.68
New York — Northeastern New Jersey		
NA	NA	NA
New York and Nassau — Suffolk		
746.0	37.7	7.24
New York SMSA		
579.8	37.1	7.12
New York City		
487.8	36.9	7.04
Poughkeepsie		
33.1	42.8	7.63
Rochester		
161.3	40.6	9.55
Syracuse		
59.0	40.6	8.49
Utica — Rome		
30.8	40.0	7.50

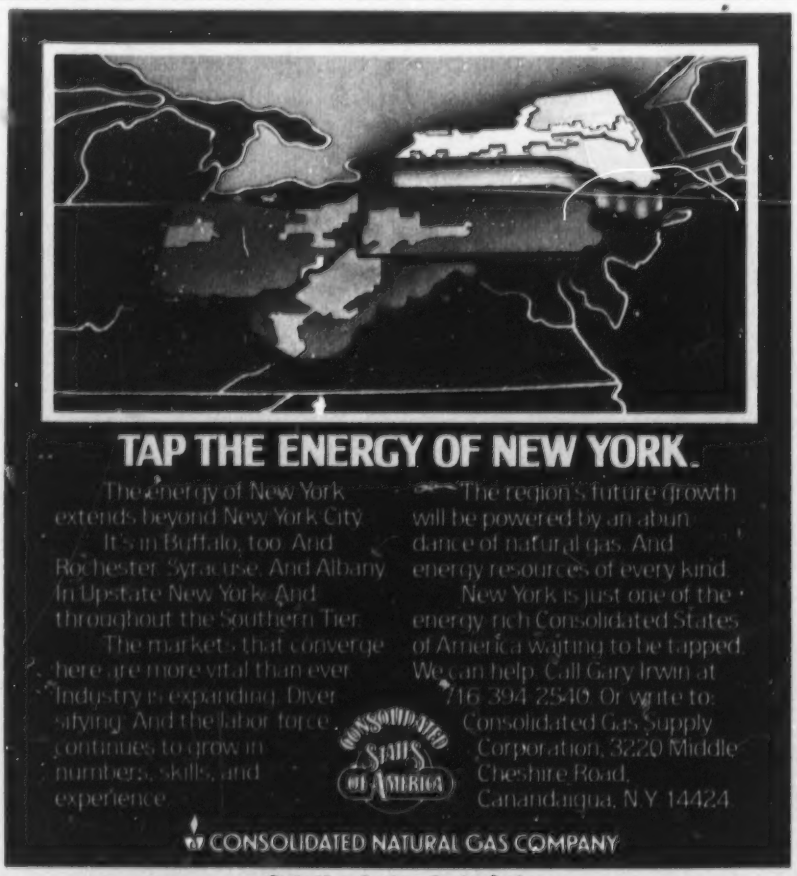
*Preliminary figures

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Albany—Schenectady—Troy		
371.7	17.2	4.6
Binghamton		
141.9	7.0	5.0
Buffalo		
560.5	43.3	7.7
Elmira		
39.8	2.4	6.1
Nassau—Suffolk		
1,310.7	61.1	4.7
New York		
3,547.1	296.0	8.3
New York City		
2,934.0	274.0	9.3
Poughkeepsie		
109.9	4.7	4.3
Rochester		
473.7	22.1	4.7
Syracuse		
300.8	15.6	5.2
Utica—Rome		
136.2	7.3	5.3

*Preliminary figures


TAP THE ENERGY OF NEW YORK.
The energy of New York extends beyond New York City. It's in Buffalo, too. And Rochester. Syracuse. And Albany. In Upstate New York. And throughout the Southern Tier.
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CONSOLIDATED STATES OF AMERICA
CONSOLIDATED NATURAL GAS COMPANY
Circle 12 on Brochure Service Card

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Albany — Schenectady — Troy	778.0	795.0
Binghamton, N.Y. — Pa.	302.7	301.3
Buffalo	1,349.2	1,242.6
Elmira	101.5	97.7
Glen Falls	102.1	109.6
Nassau — Suffolk	2,555.9	2,605.8
New York, N.Y. — N.J.	9,973.7	9,119.7
Newburgh — Middletown	221.7	259.6
Poughkeepsie	222.3	245.1
Rochester	961.5	971.9
Syracuse	636.6	642.4
Utica — Rome	340.5	320.2

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
7,204.7	. . . .	. . . .
MANUFACTURING		
1,451.1	39.4	7.18
DURABLE GOODS		
NA	NA	NA
Lumber and Wood Products—SIC 24		
14.2	39.8	5.28
Furniture and Fixtures—SIC 25		
23.2	39.3	5.78
Stone, Clay, and Glass Products—SIC 32		
38.3	41.5	7.71
Primary Metal Industries—SIC 33		
53.0	40.4	9.71
Fabricated Metal Products—SIC 34		
82.0	40.5	7.11
Machinery, Except Electrical—SIC 35		
174.0	41.6	7.99
Electric & Electronic Eqpmt.—SIC 36		
159.3	40.5	6.86
Transportation Equipment—SIC 37		
73.6	42.4	9.87
Instruments and Related Products—SIC 38		
129.5	41.4	8.12
NONDURABLE GOODS		
NA	NA	NA
Food and Kindred Products—SIC 20		
90.2	41.9	6.88
Tobacco Manufactures—SIC 21		
2.8	. . . .	. . . .
Textile Mill Products—SIC 22		
37.1	39.3	5.09
Apparel and Other Textile Products—SIC 23		
170.0	34.2	5.31
Paper and Allied Products—SIC 26		
50.8	42.1	6.86
Printing and Publishing—SIC 27		
156.2	37.5	9.21
Chemicals and Allied Products—SIC 28		
71.7	41.5	7.66
Petroleum and Coal Products—SIC 29		
6.9	. . . .	. . . .
Rubber and Plastics Products, NEC—SIC 30		
31.3	38.9	5.89
Leather and Leather Products—SIC 31		
27.6	37.2	4.61

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (N) = New York (Kennedy, La Guardia & Newark airports)

Albany 1, 2, 19, 24, 26, 33, 39, 81
Amherst Town (Buffalo)
Auburn 1 (Syracuse)
Babylon Town 6 (Islip)
Binghamton 1, 2, 19, 20, 23, 81, 86, 87
Brighton Town 1 (Rochester)
Brookhaven Town (Islip)
Buffalo 1, 2, 3, 7, 23, 24, 39, 58, 65, 80, 81, 86
Carmel (Poughkeepsie)
Cheektowaga Town 1 (Buffalo)
Clarkstown Town (White Plains)
Clay Town 1 (Syracuse)
Colonie Town 1 (Albany)
Cortlandt Town 1 (White Plains)
DeWitt Town 1 (Syracuse)
Eastchester Town (N)
Elmira 1, 19, 81

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Albany Schenectady Troy 9/81	Buffalo 10/80	New York NY/NJ 5/81	Nassau-Suffolk 6/81	Poughkeepsie Kingston Newburgh 6/81	Utica-Rome 7/78
Office, professional & technical						
Clerks, payroll	6.70	7.28	6.76	5.32	5.79	3.99
Secretaries	7.78	7.04	8.18	7.38	5.71(b)	5.26
Stenographers	7.55	7.25	8.03	5.94(a)	NA	4.98
Switchbd opr-receptionists	5.89	5.18	5.51	4.87	4.81	4.00
Drafters V	8.46(a)	10.14	9.21	10.06	8.76(a)	7.65
Electronic technicians	9.55	7.21	7.56	7.43	6.42	7.08
Computer operators	7.91	8.23	7.80	7.58	5.83(b)	NA
Computer programmers (business)	10.41	9.78	10.69	10.26	NA	NA
Maintenance & powerplant (men)						
Carpenters	8.53	10.59	8.68	9.19	6.88(a)	6.56
Electricians	9.77	11.07	10.52	9.19	8.89	6.83
Engineers, stationary	9.03	10.41	11.71	10.53	NA	6.55
Machinists	9.70	10.38	10.53	10.22	8.98	7.18
Mechanics (machinery)	8.04	11.45	9.53	7.99	7.88	6.80
Tool & die makers	NA	11.02	9.78	9.62	8.73	7.08
Custodial & material movement (men)						
Guards and watchmen	7.14	8.47	7.26	6.57	6.68	NA
Janitors, porters & cleaners	6.86	7.79	5.97	5.79	4.70	4.87
Laborers, material handling	7.21	7.98	6.82	5.61	5.60	4.66
Shipping & receiving clerks	7.94	7.51	8.27	6.07	6.28	4.84
Truckdrivers	7.30	9.22	8.89	9.41	7.57	6.05
Forklift operators	7.71	8.83	7.89	7.00	6.55	5.81

(a) Manufacturing & nonmanufacturing
(b) Nonmanufacturing
(c) Men & Women
(d) Drafters, no class distinction

From apparel to advertising. Leather products to legal services. Publishing to printing. From cabbage to cottage cheese. New York State is number one.

We have the leading computer company in the country. The leading camera company. The leading cosmetics company.

And they have lots of company: New York State has more of the FORTUNE 500 companies than the next two states combined.

Our labor force has one of the highest productivity rates in the country.

And, big or small, we're totally committed to helping our business and industry thrive.

We've enacted the biggest State personal and business tax cuts in the country over the past four years: $6 billion. In fact, we've passed over 60 pieces of pro-business legislation last year alone.

For more information about why your products should be made in New York, call our special Department of Commerce Hot Line: (212) 949-9320.

Or write: George G. Dempster, Commissioner
New York State Department of Commerce
99 Washington Ave., Albany, New York 12245

Circle 14 on Brochure Service Card

NEW YORK

Freeport 6 (N)
Gates Town (Rochester)
Glenville Town (Albany)
Greece Town 1 (Rochester)
Greenburgh Town (White Plains)
Guilderland 1, 2
Hamburg Town (Buffalo)
Haverstraw Town 1 (White Plains)
Hempstead 6 (N)
Hempstead Town 6 (N)
Henrietta Town 1 (Rochester)
Huntington Town 6 (Islip)
Irondequoit Town (Rochester)
Islip Town 6, 23, 67, 81
Ithaca 1, 42, 81
Jamestown 1, 23
Lancaster Town 1 (Buffalo)
Lindenhurst 6 (Islip)
Long Beach 6 (N)
Mamaroneck Town 1 (White Plains)
Manlius Town 1 (Syracuse)
Mount Pleasant Town (White Plains)
Mount Vernon 1 (White Plains)
New Rochelle 1 (White Plains)
New York 1, 3, 6, 9-85 incl.
Niagara Falls 1, 2 (Buffalo)
North Hempstead Town (N)
North Tonawanda 1, 2 (Buffalo)
Orangetown Town (White Plains)
Ossining Town 1 (White Plains)
Oyster Bay Town 6 (N)
Penfield (Rochester)
Perinton Town (Rochester)
Pittsford Town 1 (Rochester)
Poughkeepsie 1, 19, 20, 33
Poughkeepsie Town 1, 19, 20, 33
Ramapo Town (N)
Rochester 1, 3, 24, 39, 42, 80, 81, 86
Rockville Centre 6 (N)
Rome 1 (Utica)
Rotterdam Town 4 (Albany)
Rye Town 1 (White Plains)
Salina Town 1 (Syracuse)
Schenectady 1, 2 (Albany)
Smithtown Town 6 (Islip)
Southampton Town 6 (Islip)
Syracuse 1, 19, 24, 39, 42, 65, 79, 80, 81, 88
Tonawanda Town 1 (Buffalo)
Troy 1, 2 (Albany)
Union Town (Binghamton)
Utica 1, 42
Valley Stream 6 (N)
Vestal Town 1 (Binghamton)
Wappinger (Poughkeepsie)
Watertown 1, 19
Webster (Rochester)
West Seneca Town (Buffalo)
White Plains 1, 15, 19, 33, 42
Yonkers 1 (White Plains)
Yorktown Town (White Plains)

Railroads

1. Conrail
2. Delaware & Hudson
3. Chessie System
4. Boston & Maine
6. Long Island
7. Norfolk & Western

Airlines

9. Aer Lingus-Irish
10. Aeroflot
11. Aero Argentinas
12. Aeromexico
13. Air Afrique
14. Air Canada
15. Air Florida
16. Air France
17. Air India
18. Air Jamaica
19. Air North
20. Air Vectors Airways
21. Alea
22. Alitalia
23. Allegheny
24. American
25. Avianca
26. Bar Harbor Airlines
27. Braniff
28. British Airways
29. BWIA Int'l.
30. CAAC
31. Capitol Int'l.
32. Columbia Air
33. Command Airways
34. Continental
35. Czechoslovak
36. Danbury Airways
37. Delta
38. Dominicana
39. Eastern
40. Ecuatoriana
41. El Al
42. Empire
43. Finnair
44. Guy-America Airways
45. Guyana Airways
46. Iberia
47. Icelandic
48. Japan Airlines
49. KLM
50. Korean Airlines
51. Kuwait Airways
53. Lan Chile
54. Lot Polish
55. Lufthansa
56. Metro Int'l. Airways
57. Midway
58. New York Air
59. Nigeria
60. Northwest
61. Olympic
62. Ozark
63. Pakistan
64. Pan American
65. People Express Airlines
66. Piedmont
67. Pilgrim Airlines
68. Provincetown-Boston
69. Republic
70. Royal Air Maroc
71. Sabena
72. SAS
73. Saudi Arabian
74. South African
75. Swissair
76. TAP Air Portugal
77. Tarom
78. Transamerican
79. TWA
80. United
81. U.S. Air
82. Varig
83. Viasa
84. World Airways
85. Yugoslav
86. Altair Airlines
87. Colgan Airways
88. Torontair

ZERO-IN.

On the crossroads of the Northeast.

Building a new plant? Zero-in first on Oswego County—at the crossroads of the great Northeastern United States market. We have a reliable and available workforce, abundant water and low-cost energy, plenty of land off the speculative market, and crossroads access via land, air and water (we have a world port). Explore the possibility of locating in our new industrial park with instant access to major interstate highways. Sound promising? Talk to the people at one of the nation's oldest professional local development corporations. We'll help you zero-in on the unique advantages of the crossroads of the Northeast.

Oswego County, N.Y.
Crossroads of the Northeast.

Arthur J. Clawson, C.I.D.
Area Industrial Director
OPERATION OSWEGO COUNTY, INC.
Oswego, New York 13126 (315) 343-1545

Circle 16 on Brochure Service Card

"Find out what Kodak, Xerox, Sybron, Bausch & Lomb and Penwalt already know: Rochester, New York has everything you need to succeed."

Rochester has unsurpassed tax incentives and financing.
"No other area in the nation offers a better or more complete program of financial assistance and tax incentives. Our favorable financial climate is designed to make it easy and profitable for you to relocate, expand or build a new plant here."

Rochester has a superb workforce.
"The Rochester/Monroe County area has a higher percentage of highly-skilled people than just about any other metropolitan area in the country. One out of every three people employed here is classified as a professional, technician, craftsman or foreman. They're the kind of people who help make success happen."

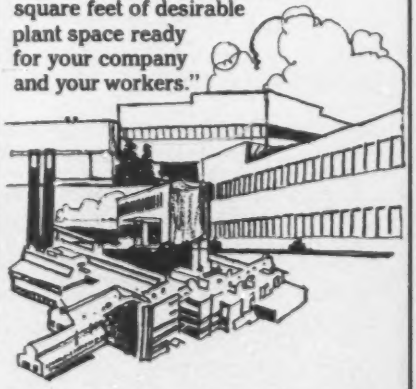
Jack Clawson,
Director of Area Development

Rochester has much, much more to offer you.
To find out more about business opportunities in Rochester, write Jack Clawson, Director of Area Development, Rochester Gas & Electric, 89 East Avenue, Rochester, New York 14649. Or call collect (716) 546-2700, extension 2298.

RGE

Rochester has a quality of life that makes people happy to come and happy to stay.
"An independent research organization recently compared the quality of life in Rochester/Monroe County with other cities. Cities like San Francisco, Denver, Boston, and Atlanta. Our area ranked first in such areas as the quality of the workforce, education, citizen awareness, and social well-being. First in overall quality of life. it makes employees happy, and that makes a big difference in morale."

Rochester has sites.
"Right now Rochester has over 20 industrial parks and millions of square feet of desirable plant space ready for your company and your workers."



Circle 17 on Brochure Service Card

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Albany — 1eg
Amherst Town — 1e, 4g
Auburn — 2eg
Babylon Town — 5eg
Binghamton — 2e, 3g
Brighton Town — 1e, 10eg
Brookhaven Town — 5eg
Buffalo — 1e, 4g
Carmel — 2e
Cheektowaga Town — 1e, 2e, 4g
Clarkstown Town — 12eg
Clay Town — 1eg
Colonie Town — 1eg
Cortlandt City — 1eg, 2g
DeWitt Town — 1e, 15g
Eastchester Town — 9eg
Elmira — 2eg, 16g
Freeport — 13e, 5g
Gates Town — 10eg
Glenville Town — 1eg
Greece Town — 10eg
Greenburgh Town — 9eg
Guilderland — 1e
Hamburg Town — 1e, 2e, 4g
Haverstraw Town — 12eg
Hempstead — 5eg
Hempstead Town — 5eg
Henrietta Town — 1e, 10eg
Huntington Town — 5eg
Irondequoit Town — 10eg
Islip Town — 5eg
Ithaca — 2eg
Jamestown — 6e, 4g
Lancaster Town — 2e, 4g
Lindenhurst — 5eg
Long Beach — 5eg
Mamaroneck Town — 9eg
Manlius Town — 1eg
Mount Pleasant Town — 9eg
Mount Vernon — 9eg
New Rochelle — 9eg
New York — 9eg, 5eg, 11g
Niagara Falls — 1e, 4g
North Hempstead Town — 5eg
North Tonawanda — 1e, 4g
Orangetown Town — 12eg
Ossining Town — 9eg
Oyster Bay Town — 5eg
Penfield — 10eg
Perinton Town — 10eg
Pittsford Town — 10eg
Poughkeepsie — 8eg
Poughkeepsie Town — 8eg
Ramapo Town — 12eg
Rochester — 8e, 10eg
Rockville Centre — 14e, 5g
Rome — 1eg
Rotterdam Town — 1eg
Rye Town — 9eg
Salina Town — 1eg
Schenectady — 1eg
Smithtown Town — 5eg
Southampton Town — 5eg
Syracuse — 1eg
Tonawanda Town — 1e, 4g
Troy — 1eg
Union Town — 2e, 3g
Utica — 1eg
Valley Stream — 5eg
Vestal Town — 2e, 3g
Wappinger — 8e
Watertown — 1eg
Webster — 10eg
West Seneca Town — 1e, 2e, 4g
White Plains — 9eg
Yonkers — 9eg
Yorktown Town — 2eg

1. Niagara Mohawk Power Corp. 300 Erie Blvd. W., Syracuse 13202
2. N.Y. State Elec. & Gas Corp. P.O. Box 287, Ithaca 14850
3. Columbia Gas of New York, Inc. 99 N. Front St., Columbus, OH 43215
4. National Fuel Gas Dist. Corp. 10 Lafayette Sq., Buffalo 14203
5. Long Island Lighting Co. 250 Old Country Rd., Mineola 11501
6. Jamestown Bd. of Public Utilities 200-212 E. Third St., Jamestown 14701
8. Central Hudson Gas & Elec. Corp. 284 S. Ave., Poughkeepsie 12602
9. Consolidated Edison Co. of N.Y. 4 Irving Pl., New York 10003
10. Rochester Gas and Electric Corp. 89 East Ave., Rochester 14649
11. Brooklyn Union Gas Co. 195 Montague St., Brooklyn 11201
12. Orange and Rockland Utilities, Inc. One Blue Hill Pl., Pearl River 10965
13. Freeport Elec. Dept. 220 W. Sunrise Hgwy., Freeport 11520
14. Rockville Centre Elec. Dept. Municipal Bldg., Rockville Centre 11571
15. Syracuse Sub. Gas Co. 207 N. Center St., E. Syracuse 13057
16. Corning Nat. Gas Corp. 27 E. Denison Parkway, Corning 14830

How much will the wrong plant location decision cost you?

For a **FREE COPY** of our 1982 Industrial Cost Guide on **UPSTATE NEW YORK** write:

NEW YORK STATE ELECTRIC & GAS CORP.
4500 Vestal Parkway East, Binghamton, NY 13902
ATT: Larry Sweetland
Asst. Vice President, Industrial Development
Or phone: 607/729-2551 Dept. PL-4

Name_____ Title_____
Firm_____
Address_____
City_____ State____ Zip____
Telephone_____

Jam-packed with comparative data on Upstate New York's:
- Hourly wage rates
- Wage stability
- Lost man-days
- Construction costs
- Energy costs

Plus information on:
- Market accessibility
- Financing
- Training programs
- Tax incentives
- Industrial parks
- Transportation systems
- Recreation and living

Circle 15 on Brochure Service Card

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays: (exc. ball clay)	596	2,479
Emery (short tons)	7,284	153
Gem stones	NA	20
Lead (recov. cont. of ores, etc.) (metric tons)	876	820
Peat	43	917
Salt	5,509	99,395
Sand & gravel (exc. industrial)	21,918	53,276
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	21	427
Stone:		
Crushed	34,483	120,764
Dimension:	25	2,414
Zinc (recov. cont. of ores, etc.) (metric tons)	33,629	27,750
Combined value of cement, clays (ball), garnet (abrasive), gypsum, iron ore, lime, talc, titanium concentrate (ilmenite), wollastonite, industrial sand & gravel.		189,476
Grand Total New York 1980		**497,891**

* = Thousand short tons except as noted
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Albany	24	73	6888	654
Auburn	24	71	6781	526
Binghamton	22	69	7285	369
Buffalo	24	70	6927	437
Elmira	25	71	6642	517
Ithaca	23	69	7052	384
Jamestown	25	70	6737	506
Lockport	24	71	6724	493
New York City	32	77	4848	1068
Poughkeepsie	26	75	5824	809
Rochester	24	71	6719	531
Schenectady	22	73	6817	642
Syracuse	24	72	6676	551
Watertown	19	70	7376	461

Industrial Development Counselors

State Development Agency

Dempster, George G. Commissioner
New York State Dept. of Commerce
99 Washington Ave.
Albany 12245
518/474-4100

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 00.

Utilities, Banks, Areas & Others

Albany
Richardson, Raymond J., Asst. Deputy Commsr.
Bureau of Ind. Svc. & Cor. Dev.
NY Dept. of Comm., Room 905
99 Washington Avenue 12245
518/474-1713

Binghamton
Sweetland, Lynn L.,
Asst. V.P., Ind. Dev.
NY State Elec. & Gas Corp.
4500 Vestal Pkwy., E. 13902
607/729-2551 Ext. 2355

Bronxville
Whiting, William G., N. Amer. Dir.
Jamaica Ind. Dev. Corp.
155 Millard Ave.
10708
212/935-9000

Buffalo
Taylor, Franklin P. VP,
Area C. of C.
107 Delaware Ave. 14202
716/849-6682
National Fuel Gas
10 Lafayette Sq., 14203
716/856-6990

Canandaigua
Irwin, Gary
Consolidated Gas Supply Corp.
3220 Middle Chesire Rd., 14424
716/394-2540

Elizabethtown
Boster, Barbara R., Exec. Dir.
Essex County,
Essex Cty. Off. Bldg. 12932
518/873-9811

Hauppauge
Giacalone, Joseph C., ED Com'r.
Suffolk Cty. Comm. & Ind. Dept
Veterans Memorial Hwy. 11787
516/979-2929

Hempstead
Heins, Wm. F., Commsr. C.I.D.
Town of, Dept. of Ind. & Comm.
350 Front St. Town Hall 11550
516/489-5000 Ext. 306

Kingston
Finkle, Stephen M., Exec. Dir.
Ulster Cty. Dev. Corp.
44 Main St. 12401
914/338-8840

Mineola
Cacciatore, Roy N., Cmmsr.
Commerce & Industry
Nassau Cty Dept of Comm. & Ind.
1550 Franklin Ave. 11501
516/535-2544

Ronkonkoma
Cream, Edward, Area Dev. Rep.
Long Island Lighting Co.
4175 Veterans Hwy., 11779
516/348-6353 or 6354

New York
Babo, Brian D., Ec. Analyst
Port Authority of NY & NJ
1 World Trade Ctr., Rm 54E 10048
212/466-8578
201/622-6600 ext. 8658
Cogan, Walter, J. Gen. Mgr.
Properties Div.
Port Auth. of NY & NJ
64 W. 1 World Trade Cntr., 10048
212/466-7978
201/622-6600 Ext. 7978
Levine, Ted M., Pres.
Dev. Consirs., Internat'l.
733 Third Ave. 10017
212/687-1383
Luhmann, Thomas C., Mgr. Ind. Svcs.
Stone & Webster Mgmt. Consits.
90 Broad St. 10004
212/269-4224
Renard, John S., Exec. V.P.
Ind. Real Estate
Cushman & Wakefield, Inc.
1166 Ave. of the Americas
212/841-7555
Waldner, J. Dudley, Dir.
Comm. & Ind. Programs
Edison Electric Institute
90 Park Avenue 10016

New Hartford
Zappone, Thomas, CID
12 Woodberry Rd., 13413
315/724-2998

Oswego
Clawson, Arthur
Area Ind. Dir.
Operation Oswego Cty., Inc.,
Box 4067, 13126
315/343-1545

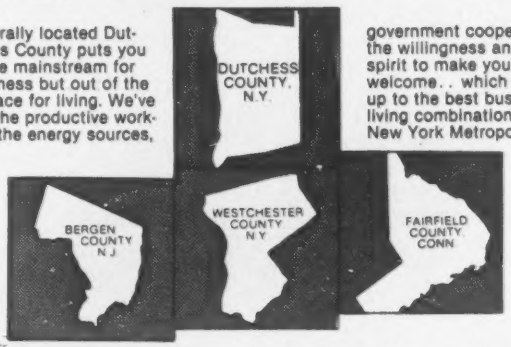
Plattsburgh
Lapham, Francis A., Exec. Dir.
Clinton Cty. Area Dev. Corp.
135 Margaret St. 12901
518/561-8800 Ext. 264

Rochester
Clawson, John, Area Dev. Dir.
Rochester Gas & Elec. Corp.
89 East Ave. 14649
716/546-2700 Ext. 2298

Site Selectors: If you're considering Westchester County, N.Y., Bergen County in N.J. or Fairfield County in Conn., let us tell you why you should

Step up to Dutchess County

Centrally located Dutchess County puts you in the mainstream for business but out of the rat-race for living. We've got the productive workers, the energy sources,



government cooperation, the willingness and the spirit to make you feel welcome.. which adds up to the best business/living combination in the New York Metropolitan Area.

Send this coupon now, or a note or make a call as your first step to a better life in Dutchess County.

Albert S. Howe, Executive Director, Dutchess County Economic Development Corp.
Bowne Hall, Pendell Road, Poughkeepsie, N.Y. 12601. Call (914) 452-5858

Name _____ Title _____
Company _____
Address _____ City _____
State _____ Zip _____ Phone _____

Circle 13 on Brochure Service Card

Fuhrman, Harold J.
Dpty. Dir. of Ec. Dev.
NYS Urban Dev. Corp.
183 Main St. E. 14604
716/436-9130

Swanton, James H., VP & Dir. Reg. Dev.
Lincoln First Bank of Rochester
1 Lincoln First Square 14643
716/262-3593

Vadala, Michael P., Bus. Dev. Mgr.
Rochester C. of C.
55 St. Paul St. 14604
716/454-2220

Syracuse

Cregg, George W., Cnsl. & Admin. Law & Admin.
Auburn Ind. Dev. Auth.
700 Merchants Bk. Bldg. 13202
315/422-1311 Ext. 28

Lynch, Allen A., Ind. Resources Dir.
Niagara Mohawk Pwr. Corp.
300 Erie Blvd., W. A-4 13202
315/474-1511 Ext. 1317

Valentine, Robert F., Dir.
Economic Development
Syracuse C. of C.
1500 One Mony Plaza, 13202
315-422-1343

Circle adjacent number on ACTION CARD for New York Free Literature
CIRCLE NO.

4 PORT AUTHORITY NY & NJ/PROPERTIES DIV.

5 PORT AUTHORITY NY & NJ

12 CONSOLIDATED NATURAL GAS AREA DEV. (NY)

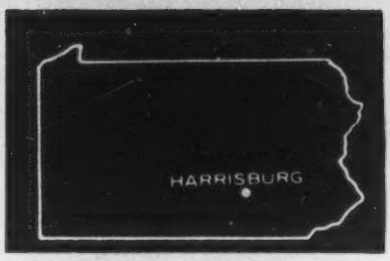
13 DUTCHESS COUNTY ECON. DEV. CORP.

14 STATE OF NEW YORK — *The Best Business Advantages in America.* Find out how N.Y. has adopted extraordinary measures to improve its economic climate & encourage business & industrial expansion. Also, *N.Y. State Report to Business.*

15 NY STATE ELECTRIC & GAS — Send for *The Industrial Cost Computer,* a 1982 brochure of up-to-date comparative data to measure Upstate NY on hourly wage rates for workers, financing assistance, tax incentive programs, electric rates & other costs.

17 ROCHESTER GAS & ELECTRIC

175 LONG ISLAND LIGHT CO. NY — *Long Island Almanac* — an annual comprehensive factbook recording the status of the Nassau-Suffolk region.



PENNSYLVANIA

State Information

Financial assistance to industry:

- Tax incentives, including a loss carryforward and property tax incentives
- Revenue bonds & Mortgages for economic development & pollution control
- Aid for job training
- Low cost state (PIDA) financial participation — interest rates from 3%-9% depending on county unemployment level
- Site & community development funds

Tax rates:

- Corporate income tax 10.5% allocated (unincorporated business pay 2.2%)
- Personal income tax .....Flat 2.2%
- Sales tax ..... 6% (selected)
- Franchise and Capital Stock Tax (mfgr. and R&D exempt) ... 10 mills

Advanced education facilities:

- Four-year colleges and universities 113
- Two-year or junior colleges 25
- Vocational-Technical schools 62
- Proprietary schools 39
- Theological Seminaries 17
- For information and assistance in dealing with state government: Small Business Action Center — Telephone 717/783-5700

Source: **Pennsylvania Department of Commerce**

Environment Controls

Air Pollution

Pennsylvania Dept. of Environmental Resources, Bur. of Air Quality, Fulton Bldg., P.O. Box 2357, Harrisburg 17120
717/787-9702

Water Pollution

Pennsylvania Dept. of Environmental Resources, Bur. of Water Quality Mgmnt., same address as above
717/787-2666

State Employment Security Agency

For additional labor market information: Office of Employment Security, Pennsylvania Dept. of Labor and Industry Bldg., 7th & Forster Sts., Harrisburg, PA 17120
717/787-6223

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
PENNSYLVANIA	11,800.8	11,866.7
Abington Twp.	63.6	59.1
Allentown	109.9	103.8
Altoona	63.1	57.1
Bensalem Twp.	33.0	52.4
Bethel Park	34.8	34.8
Bethlehem	72.7	70.4
Bristol Twp.	67.5	58.7
Cheltenham Twp.	40.1	35.5
Chester	56.3	45.8
Easton	29.5	26.0
Erie	129.3	119.1
Falls Twp.	35.9	36.1
Harrisburg	68.1	53.3
Haverford Twp.	56.9	52.3
Hazleton	30.4	27.3
Hempfield	38.0	43.4
Johnstown	42.5	35.5
Lancaster	57.7	54.7
Lebanon	28.6	25.7
Lower Merion Twp.	63.6	59.7
Lower Paxton Twp.	26.5	34.8
Manheim Twp.	21.5	26.0
McCandless Twp.	22.4	26.3
McKeesport	38.0	31.0
Middletown Twp.	32.4	34.2
Millcreek Twp.	36.9	44.3
Monroeville	29.0	31.0
Mount Lebanon Twp.	39.2	34.4
New Castle	38.6	33.6
Norristown	38.2	34.7
Northampton Twp.	15.8	27.4
North Huntingdon Twp.	29.4	31.5
Penn Hills Twp.	62.9	57.6
Philadelphia	1,950.0	1,688.2
Pittsburgh	520.1	423.9
Plum	21.9	25.4
Radnor Twp.	28.8	27.7
Reading	87.6	78.7
Ridley Twp.	39.1	33.8
Ross Twp.	32.9	35.1
Scranton	102.7	88.1
Shaler Twp.	33.4	33.7
Springfield Twp.	29.0	25.3
State College	32.8	36.1
Upper Darby Twp.	95.9	84.1
Upper Moreland Twp.	24.9	25.9
Warminster Twp.	34.9	35.5
West Mifflin	28.1	26.3
Wilkes-Barre	58.9	51.6
Williamsport	37.9	33.4
York	50.3	44.6

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Allentown — Bethlehem — Easton, Pa. — N.J.	594.4	636.7
Altoona	135.4	136.6
Binghamton, N.Y. — Pa.	302.7	301.3
Erie	263.7	279.8
Harrisburg	410.5	446.1
Johnstown	262.8	264.5
Lancaster	320.1	362.3
Northeast Pennsylvania	621.9	640.4

Philadelphia, Pa. — N.J.	4,824.1	4,716.8
Pittsburgh	2,401.4	2,263.9
Reading	296.4	312.5
Sharon	127.2	128.3
State College	99.3	112.8
Williamsport	113.3	118.4
York	329.5	381.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
PENNSYLVANIA		
1,285.5	39.2	8.43
Allentown — Bethlehem — Easton		
105.4	39.0	8.84
Altoona		
13.1	38.3	7.29
Delaware Valley		
358.7	39.4	8.53
Erie		
40.3	41.2	8.67
Harrisburg		
41.7	39.2	7.87
Johnstown		
17.0	37.8	8.84
Lancaster		
60.5	39.0	7.38
Northeast Pennsylvania		
70.2	36.9	6.44
Philadelphia SMSA		
430.3	39.5	8.48
Philadelphia City		
133.3	....	....
Pittsburgh		
235.5	40.0	10.47
Reading		
55.3	39.0	7.92
Scranton		
28.2	38.7	6.31
Wilkes-Barre — Hazelton		
37.2	35.5	6.56
Williamsport		
15.2	41.0	7.76
York		
66.8	41.4	7.58

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Allentown—Bethlehem—Easton		
311.5	24.3	7.8
Altoona		
57.5	6.6	11.5
Erie		
124.4	11.2	9.0
Harrisburg		
232.8	14.6	6.3
Johnstown		
106.6	13.2	12.4
Lancaster		
185.6	9.8	5.3
Northeast Pennsylvania		
286.7	27.6	9.6
Philadelphia		
2,160.3	179.4	8.3
Pittsburgh		
1,046.3	76.3	7.3
Reading		
164.1	12.2	7.4
Williamsport		
53.3	6.5	12.1
York		
182.6	13.4	7.3

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
4,753.0	....	....
MANUFACTURING		
1,328.0	38.8	7.59
DURABLE GOODS		
814.0	39.6	8.40
Lumber and Wood Products—SIC 24		
21.0	39.0	5.64
Furniture and Fixtures—SIC 25		
19.1	39.2	6.23
Stone, Clay and Glass Products—SIC 32		
58.8	41.0	7.71
Primary Metal Industries—SIC 33		
190.8	37.4	10.69
Fabricated Metal Products—SIC 34		
113.7	40.1	7.72
Machinery, Except Electrical—SIC 35		
141.4	41.7	8.12

profit here

with:

abundant water

ample gas and electricity

a trained work force

railway facilities

a host of motor carriers

70% of the U.S. population within 500 miles

at the intersection of I-80 & I-79 in Mercer Co., Pennsylvania half-way between New York and Chicago

phone (412) 981-9255 collect and tell us what you want!

Mercer County Development Corporation, 1 East State Street, P.O. Box 118, Sharon, Pennsylvania 16146

Circle 20 on Brochure Service Card

Electric & Electronic Eqpmt.—SIC 36
124.3 39.9 7.21
Transportation Equipment—SIC 37
80.1 39.6 9.00
Instruments and Related Products—SIC 38
41.6 39.8 7.02
Miscellaneous Manufacturing Industries—SIC 39
23.2 40.9 6.84

NONDURABLE GOODS
514.0 37.6 6.29
Food and Kindred Products—SIC 20
97.2 39.7 6.91
Tobacco Manufactures—SIC 21
3.3 38.5 4.39
Textile Mill Products—SIC 22
44.1 38.5 5.01
Apparel and Other Textile Products—SIC 23
124.2 32.1 4.77
Paper and Allied Products—SIC 26
42.4 44.3 6.94
Printing and Publishing—SIC 27
72.2 37.1 7.67
Chemicals and Allied Products—SIC 28
60.8 41.2 7.86
Petroleum and Coal Products—SIC 29
16.4 42.7 10.14
Rubber and Plastics Products, NEC—SIC 30
37.6 39.5 6.05
Leather and Leather Products—SIC 31
15.9 38.7 4.49

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

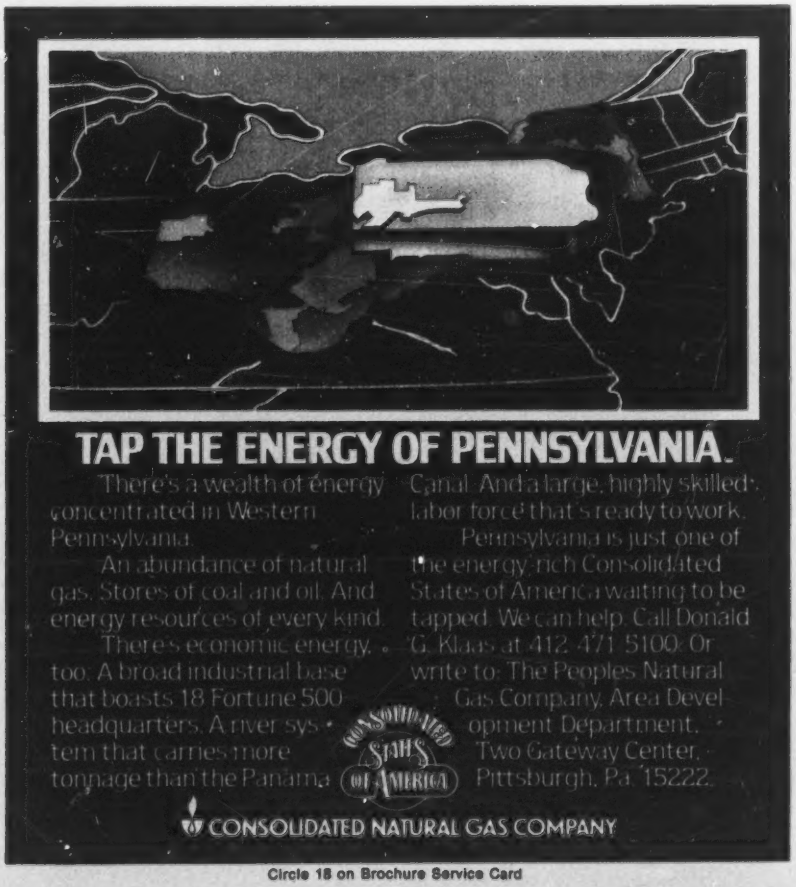
Abington Twp. (Philadelphia)
Allentown 1, 5, 10, 18, 28, 29
Altoona 1, 10
Bethel Park (Pittsburgh)
Bethlehem 1, 5 (Allentown)
Bristol Twp. 1 (Philadelphia)
Cheltenham Twp. (Philadelphia)
Chester 1, 2 (Philadelphia)
Easton 1 (Allentown)
Erie 1, 4, 6, 29, 36
Harrisburg 1, 5, 10, 27, 29
Haverford Twp. 1 (Philadelphia)
Hazleton (Wilkes-Barre)
Johnstown 1, 2, 10
Lancaster 1, 10
Lebanon 1 (Harrisburg)
Manheim Twp. 1 (Lancaster)
McCandless Twp. (Pittsburgh)
McKeesport 1, 2, 7 (36 through Latrobe, Pittsburgh)
Middletown Twp. 1 (Harrisburg)
Monroeville (36 through Latrobe, Pittsburgh)
New Castle 1, 2, 7 (Youngstown, Ohio)
Norristown 1 (Philadelphia)
Northampton Twp. 1 (Allentown)
Philadelphia 1, 2, 5, 9 to 30 incl.
Pittsburgh 1, 2, 7, 10, 12, 17, 18, 22, 25, 27, 28, 29, 31 to 36 incl.
Reading 1, 2, 10
Ridley Twp. 1, 2 (Philadelphia)
Scranton 1, 5 (Wilkes-Barre)
Springfield Twp. 1 (Philadelphia)
State College 10
Upper Darby Twp. (Philadelphia)
Warminster Twp. (Philadelphia)
West Mifflin (Pittsburgh)
Wilkes-Barre 1, 5, 10, 18, 29
Williamsport 1, 10
York 1, 8 (Harrisburg)

Railroads

1. Conrail
2. Chessie System
4. Bessemer & Lake Erie
5. Delaware & Hudson
6. Norfolk & Western
7. Pittsburgh & Lake Erie
8. Western Maryland

Airlines

9. Air Jamaica
10. Allegheny Commuter
11. Altair
12. American
13. Atlantic Air
14. Braniff
15. British Airways
16. Continental
17. Delta
18. Eastern
19. Lufthansa
20. Mexicana
21. Midway Airlines
22. Northwest
23. Ozark
24. Pan Am
25. Piedmont
26. Republic
27. TWA
28. United
29. U.S. Air
30. Williams Air
31. Aeromech Arlns.
32. Air Wisconsin
33. Columbia
34. Nordair
35. Peoples Express
36. Vee Neal


TAP THE ENERGY OF PENNSYLVANIA.
There's a wealth of energy concentrated in Western Pennsylvania.
An abundance of natural gas. Stores of coal and oil. And energy resources of every kind.
There's economic energy, too. A broad industrial base that boasts 18 Fortune 500 headquarters. A river system that carries more tonnage than the Panama Canal. And a large, highly skilled labor force that's ready to work.
Pennsylvania is just one of the energy-rich Consolidated States of America waiting to be tapped. We can help. Call Donald G. Klaas at 412 471 5100. Or write to: The Peoples Natural Gas Company, Area Development Department, Two Gateway Center, Pittsburgh, Pa. 15222.
OUR CONSOLIDATED STATES OF AMERICA
CONSOLIDATED NATURAL GAS COMPANY
Circle 18 on Brochure Service Card

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Abington Twp. — 1eg, 15g
Allentown — 6e, 7g
Altoona — 4e, 5g
Bensalem Twp. — 1g
Bethel Park — 2e, 3g, 12g
Bethlehem — 6e, 7g
Bristol Twp. — 1eg
Cheltenham Twp. — 1eg
Chester — 1eg, 16g
Easton — 8e, 7g
Erie — 4e, 9g
Haverford Twp. — 1eg
Harrisburg — 6e, 7g
Hazleton — 6e, 7g
Hempfield — 5g
Johnstown — 4e, 5g

We have a history of launching successful ventures.

From his Southeastern Pennsylvania headquarters, Washington led a call to arms that changed the world.

200 years later, the nation's business leaders are staging their charge on world markets from this area. Companies like Commodore, FMC, Prudential, SmithKline and Exxon Office Systems. They've ventured into the Delaware Valley. And what they've found is what free enterprise is all about.

The location gives a good return on every corporate dollar. Our five-county area boasts some of the most desirable offices and plant sites in the industrial northeast. A vast, highly skilled labor pool. Plus energy and financial resources that are equally abundant. Money to start or expand your business is available from federal, state, local and private sources.

Transportation is excellent, whether your markets lie across the Delaware or across the world. A network of highways, rail lines, air routes and waterways speeds your products toward their destinations, and helps keep you on a steady, profitable course.

The lifestyle is as rich in opportunity as it is in history. A variety of educational, recreational and cultural activities await you and your employees. There's also a beautiful selection of homes, whether you prefer a country, suburban or center city location.

Find out more about Southeastern Pennsylvania. A call to James O'Brien gets the venture under way. Or return the handy coupon. Either way, we'll help make this year your best ever. History repeats itself.

Southeastern Pennsylvania

Circle 38 on Brochure Service Card

PL42

James O'Brien, Manager, Area Development, Philadelphia Electric Company
Box 8699, Philadelphia, PA 19101
(215) 841-5657

Name _____

Title _____

Company _____

Address _____

City _____ State _____ Zip _____

Philadelphia Electric Company

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Philadelphia Pa/NJ 11/81	Pittsburgh 1/81	York 2/81	Northeast Pennsylvania 8/81
Office, professional & technical				
Clerks, payroll	6.60	7.06	5.18	5.35
Secretaries	7.64	8.05	6.38	6.44
Stenographers	8.42	8.99	5.23	6.33
Swtichbd opr-receptionists	5.56	5.67	4.60	4.75
Drafters V	10.71	10.75	8.70	9.56
Electronics technicians	8.48	10.72	9.14	8.97
Computer operators	7.77	7.08	6.11	6.47
Computer programmers (business)	9.84	9.41	9.52	8.68
Maintenance & powerplant (men)				
Carpenters	10.83	10.73	7.80	7.46(a)
Electricians	11.04	10.97	9.26(c)	8.49
Engineers, stationary	10.04	10.70	NA	9.71(a)
Machinists	10.48	11.27	8.83	8.30
Mechanics (machinery)	10.05	10.78	8.22	7.69
Tool & die makers	10.84	10.65	9.44	8.95
Custodial & material movement (men)				
Guards & watchmen	7.97	8.53	6.62(c)	5.51
Janitors, porters & cleaners	7.58	8.67	5.97	5.91
Laborers, mat'l handling	6.91	9.44	5.82	6.10
Shipping & receiving clerks	6.55	8.38	5.92	7.16
Truckdrivers	10.16	10.96	7.72	7.15
Forklift operators	8.53	8.88	7.21(c)	6.81

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(c) men & women
(d) Drafter — no class distinction

Lancaster — 6e, 7g
Lebanon — 8e, 7g
Lower Merion Twp. — 1g
Lower Paxton Twp. — 7g
Manheim Twp. — 7g
McCandless Twp. — 2e, 3g, 12g
Millcreek Twp. — 17g
McKeesport — 2e, 12g
Monroeville — 2e, 5g, 12g
Mt. Lebanon Twp. — 3g, 12g
New Castle — 13e, 3g
Norristown — 1eg
Northampton Twp. — 6e, 1g, 7g
North Huntington Twp. — 3g, 12g
Penn Hills Twp. — 2e, 5g
Philadelphia — 1e, 3g, 12g
Plum — 2e, 12g
Pittsburgh — 2e, 3g, 5g, 12g
Radnor Twp. — 1eg
Reading — 8e, 7g
Ridley Twp. — 1eg
Ross Twp. — 7e, 3g, 12g
Scranton — 6e, 15g
Shaler Twp. — 2e, 12g
Springfield Twp. — 1eg, 7g
State College — 3g, 11e
Upper Darby Twp. — 1eg
Upper Moreland Twp. — 1g
Warminster Twp. — 1eg
West Mifflin — 2e, 3g, 12g
Wilkes-Barre — 6e, 15g
Williamsport — 6e, 15g
York — 8e, 3g

1. Philadelphia Elec. Co.
2301 Market St., P.O. Box 8699, Philadelphia 19101
2. Duquesne Light Co.
435 Sixth Ave., Pittsburgh 15219
3. Columbia Gas of Pa. Inc.
99 N. Front St., Columbus, Ohio 43215
4. Pennsylvania Electric Co.
1001 Broad St., Johnstown 15907
5. Peoples Natural Gas Co.
2 Gateway Center, Pittsburgh 15222
6. Pennsylvania Power and Light Co.
2 N. 9th St., Allentown 18101
7. UGI Corp.
Box 858, Valley Forge, 19482, 225 Morgantown Rd., Reading 19611
8. Metropolitan Edison Co.
P.O. Box 542, Reading 19640
9. National Fuel Gas Dist. Corp.
10 Lafayette Sq., Buffalo, N.Y. 14203
11. West Penn Power Co.
Cabin Hill, Greensburg 15601
12. Equitable Gas Co.
420 Blvd. of the Allies, Pittsburgh 15219
13. Pennsylvania Power Co.
1 E. Washington St., New Castle 16103
14. Philadelphia Gas Works
1518 Walnut St., Philadelphia 19102
15. Pennsylvania Gas & Water Co.
39 Public Square, Wilkes-Barre 18711
16. Oxford Gas Co.
55 S. 3rd St., Oxford 19353
17. Huntington Gas Co.
404 Penn St., Huntington 16652

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	5,570	237,684
Masonry	324	20,298
Clays (exc. kaolin)	1,650	12,112
Lime	1,768	84,291
Mica (scrap)	3	W
Peat	26	552
Sand & gravel	15,603	68,257
Stone:		
Crushed	61,143	218,231
Dimension	65	6,397
Zinc (recov. cont. of ores, etc.) (metric tons)	22,556	18,613
Combined value of clays (kaolin), tripoli, and items indicated by symbol W.		1,171
Grand Total Pennsylvania 1980		867,606

* = Thousand short tons except as noted

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Allentown	28	74	5827	772
Erie	25	69	6851	373
Harrisburg	30	76	5224	1025

Johnstown	29	73	5724	708
Lancaster	30	74	5283	826
New Castle	29	72	5800	665
Philadelphia	32	77	4865	1104
Pittsburgh	31	75	5278	948
Reading	32	76	4931	1066
Scranton	27	72	6114	630
State College	27	72	6132	583
Wilkes-Barre	26	72	6277	606
Williamsport	27	73	5981	698
York	31	75	5075	962

Industrial Development Counselors

State Development Agency

Secretary
Pennsylvania Dept. of Commerce
South Office Bldg., Room 419
Harrisburg 17120
717/787-3003

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 1.

Utilities, Banks, Areas & Others

Allentown
Stocker, Donald N., C.I.D., Mgr.
Comm. Svcs., PA Power & Light
2 N. 9th St., 18101
215/770-5691
Trauch, John W., C.I.D. Exec. V.P.
Ind. Dev. Corp. of Lehigh Cty.
462 Walnut St. 18105
215/437-5581

Altoona
Halloran, Robert A., Ind. Dev. Dir.
Altoona Enterprises, Inc., 1212 12th St. 16601
814/944-6113
Southern Alleghnies Plng. & Dev. Comsn.
Southern Alleghnies Plz.
Suite 100
1506 11th Ave., 16601
814/946-1641

Avoca
Grossman, Howard J., Exec. Dir.
Ec. Dev. Council of NE PA
Box 777, 18641
717/655-5581 Ext. 10

Beaver
Wilson, Albert J., Exec. Dir.
Ind. Dev. Agency & Auth.
Court House 15009
412/774-7504

Blue Bell
Hickey, Douglas L., Exec. Dir.
Montgomery Cty. Ind. Dev. Corp.
Blue Bell W., Suite 100
Skippack Pike, 19422
215/643-2474

Coatesville
Dunham, Richard E., Exec. V.P.
Central & Western Chester Cty. Ind. Dev. Corp.
353 E. Lincoln Hwy., 19320
215/384-3177

- Four industrial parks with approximately 184 acres of fully developed industrial land now available; another 669 acres under development; other prime riverfront property and choice industrial sites throughout the area.
- A plentiful supply of skilled and semi-skilled workers; vocational assistance available.
- A highly developed commercial and industrial area within the Pittsburgh industrial complex.
- Excellent water, rail, highway and air transportation facilities at hand.
- Abundant energy and water resources.
- Natural gas available.
- Low cost financing available through PIDA and MIDA.
- Moderate state and local taxation.
- Good schools and hospitals, religious, recreational and cultural facilities.

For complete information, write or phone: Robert C. Watson, General Manager

MIDA INCORPORATED

MIDDLE MONONGAHELA INDUSTRIAL DEVELOPMENT ASSOCIATION, INC.
P.O. Box 491 • Donora Industrial Park
Donora, PA 15033 • Telephone (412)379-5600

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AMERICAN MAP CORP.
46-35 54th Road, Maspeth, N.Y. 11378
212/784-0055

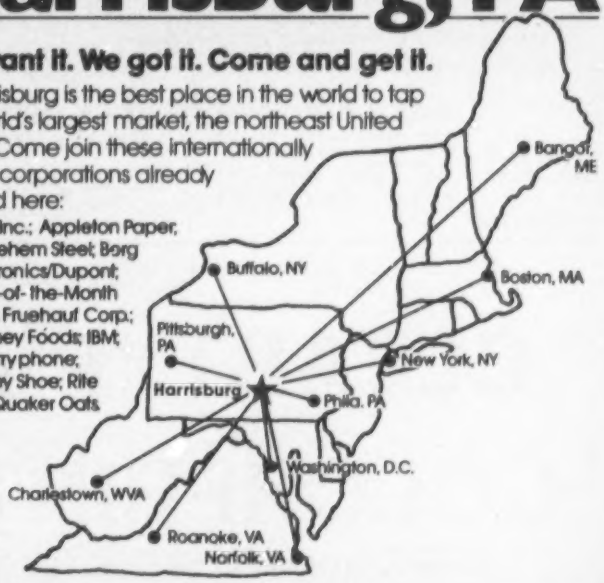
Circle 115 on Brochure Service Card

Convenient Location
Harrisburg, PA
Stable Labor Force
Harrisburg, PA
Great Distribution
Harrisburg, PA
Financing Available
Harrisburg, PA

You want it. We got it. Come and get it.

Harrisburg is the best place in the world to tap the world's largest market, the northeast United States. Come join these internationally known corporations already located here:

AMP, Inc.; Appleton Paper; Bethlehem Steel; Borg Electronics/Dupont; Book-of- the-Month Club; Fruehauf Corp.; Hershey Foods; IBM; ITT Terryphone; Kinney Shoe; Rite Aid; Quaker Oats.



Harrisburg Area Chamber of Commerce
Dept. PL-1
114 Walnut Street
Harrisburg, PA 17101

Please send me more information on the Harrisburg area and how my company can benefit by locating there.

Name _____

Title _____

Address _____

Phone _____

Type of business _____

Circle 19 on Brochure Service Card

Donora
Watson, Robert C., Gen. Mgr.
Middle Monongahela Industrial Development, Assoc., Inc.
Donora Ind. Park
P.O. Box 491, 15033
412/379-5600

Erie
Bundy, Thomas E., C.I.D. Ind. Dev. Dir.
Grtr. Erie Ind. Dev. Corp.
5 West 10th St., Suite 302 16501
814/455-4409

Harrisburg
Douglas, Matthew M., Jr., Pres.
Area C. of C., Dept. PL
114 Walnut St., P.O. Box 969, 17108
717/232-4121
Wildrick, Leighton Dir.
Bur. of Ec. Dev., PA Dept. of Commerce, 425 S. Office Bldg. 17120
717/787-6500

Hazleton
Yenchk, Joseph, Ind. Dir.
Can Do, Inc.
Northeastern Bldg. 18201
717/455-1508

Johnstown
Burkhard, John W., Pres.
Area Ec. Dev. Corp.,
203 Main St. East Bldg.
Main Street 15901
814/535-6553

Lebanon
Del Marcelle, David J., C.I.D.
Secretary-Mgr.
Lebanon Cty. Ind. Dev. Corp.
P.O. Box 899, 17042
717/273-3727

Natrona Heights
Ravigoni, Irene R., C.I.D. Exec. V.P.
Allegheny Valley Dev. Corp.
2858 Old Freeport Rd. 15065
412/224-5858

Philadelphia
D'Alessio, Walter, Exec. V.P.
Phila. Ind. Dev. Corp.,
1800 One E. Penn Sq. 19107
215/568-8370
Rubin, Ruth Allen
Victor Palmieri & Co., Inc.
Penn Central Properties
1700 Market St. 19103
215/561-1650
O'brien, James, Mgr.
Area Dev. Dept.
Philadelphia Electric Co.
Box 8699, 19101
215/841-5657

Pittsburgh
deLuca Edward D., Dir.
Dept. of City Dev.
City-Cnty. Bldg., Rm. 416, 15219
412/963-9612
Klaas, David
Peoples Natural Gas Co.
4 Gateway Center 15222
412/471-5100
Ratcliffe, George W., Supervisor Area Dev. & Govt. Svcs.
The Peoples Natural Gas Co.
2 Gateway Cntr. 15222
412/471-5100

Scranton
Burke, Austin J., Exec. V.P.
Grtr. C. of C.
426 Mulberry St. 18503
717/342-7711

Sharon
Webb, Richard J.
Mercer Cnty. Ind. Dev. Auth.
Shenango Valley I.D. Corp.
One E. State St. 16146
412/981-5881

Stroudsburg
Cormack, Robert, Dir.
Pocono Mtns. Industries
553 Main St. 18360
717/421-4433

Warren
McKeever, Thomas P., Asst. Secty./Treas.
Warren County C. of C.
Box 942, 16365
814/723-3052

Washington
[illegible]mbley, Keery, Dir.
Washington Cty. Ind. Dev. Agency
603 Court House Sq.
100 W. Beau St., 15301
412/228-6875

Williamsport
Houser, Joel, Dir.
Industrial Dev. Dept.
The Williamsport-Lycoming C. of C., 17701
717/326-1971

Wilkes-Barre
Sheehan, John F., Exec. Dir.
Gr. C. of C. & Ind. Dev. Corp.
92 S. Franklin St. 18701
717/823-2101

York
Bell, John J., Exec. Dir.
York County Ind. Dev. Corp.
13 E. Market St. 17401
717/846-8879

Circle adjacent number on ACTION CARD for Pennsylvania Free Literature

CIRCLE NO.

154 **STATE OF PENNSYLVANIA** — Info on financing programs, general PA background & small business services.

When you contact

the people listed in

PLANT LOCATION

tell them where you saw

their name

1981 Profile

Steel Mill Products

SIC Codes: 3312, 3315, 3316, and 3317

Industry data	
Value of industry shipments (mil $)	72,000
Value added (mil $)	26,300
Total employment (000)	494
Total number of establishments	1,174
Number of establishments with less than 20 employees	465
Percent of industry shipments accounted for by 4 largest companies	45

Major producing states accounting for largest percent of industry shipments:
PA (26%), OH (18%), IN (15%), IL (9%), MI (6%)

Product data	
Value of product shipments (mil $)	47,000
Value of exports (mil $)	2,200
Value of imports (mil $)	9,000
Exports as a % of shipments	4.7
Imports as a % of new supply[1]	16.1
Imports as a % of apparent consumption[2]	16.7

[1] New supply is the sum of product shipments plus imports.
[2] Apparent consumption is the sum of product shipments plus imports less exports.
Source: Bureau of the Census and Bureau of Industrial Economics. Estimates by Bureau of Industrial Economics.

3% FINANCING

Lots of communities have readily available financing for a new industry like yours. We think we're special because our financing package comes with an automatic combination of low rates and high enthusiasm. The low rate begins at 3% for up to 70% of the project cost. The high enthusiasm begins the moment you first contact us. So, if high financing at low rates belongs in your future, your future may belong in Williamsport. 'Cause when it comes to financing:

WE'VE GOT IT IN WILLIAMSPORT!

HOME OF LITTLE LEAGUE BASEBALL & BIG LEAGUE BUSINESS!

Financing is only a part of the story. Let us tell you more. Contact Joel Houser, Industrial Development Director, The Williamsport-Lycoming Chamber of Commerce, Williamsport, Pennsylvania 17701. (717) 326-1971.

Name _____

Firm _____

Address _____

_____ **Zip** _____

Circle 23 on Brochure Service Card

SOUTH ATLANTIC

• DELAWARE

• VIRGINIA

DELAWARE

State Information

Financial assistance to industry:
- Tax incentives ...Municipal and state
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Bonds for land, plant & equipment (100%)

Tax rates:
- Corporate income tax 8.7%
- Personal income tax 1.4-13.5%
- Real property tax (local only) Varies
- Franchise and incorporation tax ..... Varies
- Gasoline tax ..... $.11 per gal.

Advanced education facilities
- Four-year colleges and universities 3
- Two-year or junior colleges 4
- Vocational and business schools ...5

Medical facilities:
- Hospitals 10
- Clinics 25

Labor Analysis:
- High school graduates (annually) 9240 (1981)
- Open shop state
- Mfgr. workers in unions 21.7% (1978)

Source: **Delaware Development Office**

Environment Controls

Air & Water Pollution

Thomas P. Eichler, Director, Div. of Environmental Control, Edward Tatnall Bldg., Dover 19901, 302/736-4764

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
DELAWARE	548.1	595.2
Newark	21.3	25.2
Wilmington	80.4	70.2

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Wilmington, Del. — N.J. — Md.	499.5	524.1

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
DELAWARE		
71.8	39.1	8.15
Wilmington		
65.4	39.3	9.47

***Preliminary figures**

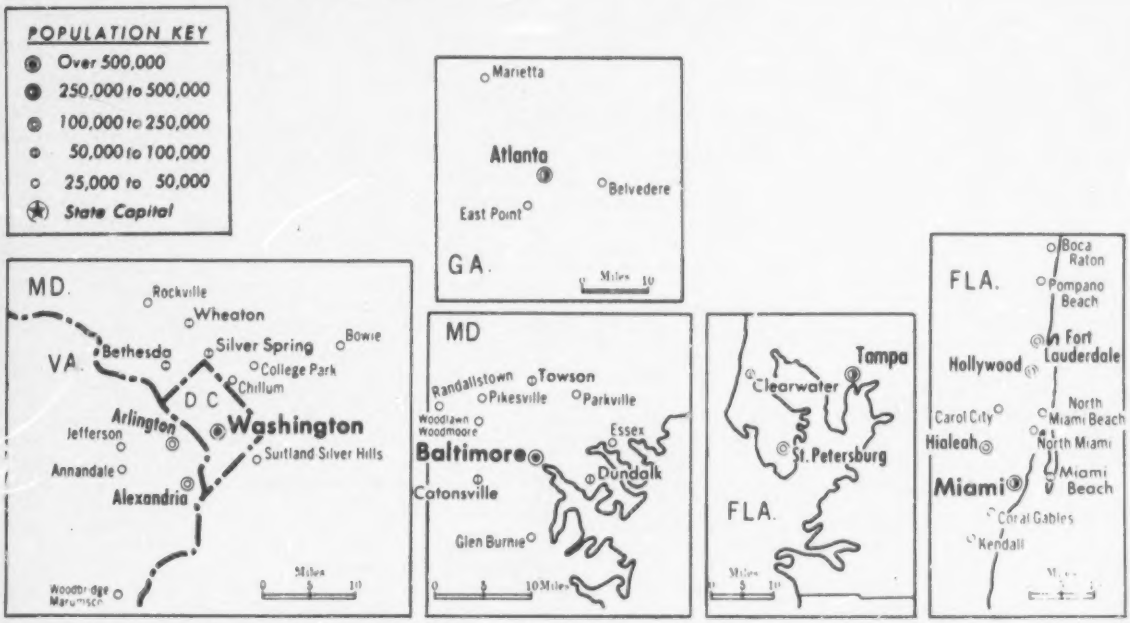
Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Wilmington		
250.0	17.3	6.9

*Preliminary figures

South Atlantic States



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Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
258.4	. . . .	. . . .
MANUFACTURING		
71.0	40.4	7.58
DURABLE GOODS		
20.0	41.2	8.37
Primary Metal Industries—SIC 33		
2.1	41.7	9.29
Fabricated Metal Products—SIC 34		
2.0	37.7	6.96
NONDURABLE GOODS		
51.0	39.8	7.00
Food and Kindred Products—SIC 20		
8.5	41.2	5.29
Textile Mill Products—SIC 22		
0.6	39.7	5.52
Apparel and Other Textile Products—SIC 23		
1.4	35.6	4.34
Printing and Publishing—SIC 27		
2.1	33.3	7.62
Chemicals and Allied Products—SIC 28		
31.9	40.5	8.99
Rubber and Plastics Products, NEC—SIC 30		
2.9	42.0	7.35

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Newark 1, 2 (Philadelphia, PA)
Wilmington 1, 2 (Philadelphia, PA)

Railroads

1. Chessie System
2. Conrail

Airlines

(Service thru Philadelphia)

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Wilmington	32	75	5044	914

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel	1,075	2,398
Value of items that cannot be disclosed: magnesium compounds		W
Grand Total Delaware 1980		**2,398**

* = Thousand short tons
W = Withheld to avoid disclosing individual company confidential data

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Newark — 2e
Wilmington — 1eg

1. Delmarva Power and Light Co. 800 King St., P.O. Box 231, Wilmington 19899
2. Newark Electric Dept. P.O. Box 390, Newark 19711

State Employment Security Agency

For additional labor market information:
Dept. of Labor, 820 French St., Wilmington 19899
302/368-6963

Industrial Development Counselors

State Development Agency

Hayward, Nathan, Acting Dir.
Delaware Development Office
Townsend Bldg.
P.O. Box 1401
Dover 19901
302/736-4271

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Dover

McDermott, Wm. J., Ind. Dev. Mgr.
Comm. Affs. & Econ. Dev.
630 State College Rd.
P.O. Box 1401 19901
302/736-4508

Cook, Horace W., Dir.
Forward Cent. Dela. Committee
Econ. Dev. Center
Suite A, Treadway Towers
P.O. Box 576, 19901
302/734-7513

Wilmington

Evans, John R., Sr. R.E. Specialist
E. I. Du Pont de Nemours & Co.
1007 Market 19898
302/774-7930

Hockersmith, Paul J., Mgr. Econ. Dev.
Delmar Power & Light
800 King St., P.O. Box 231, 19899
302/429-3248

Olivere, Edward L. C.I.D., I.D. Specialist
Div. of Econ. Dev — State of Del.
820 N. French St., 19801
301/571-3257

Circle adjacent number on ACTION CARD for Delaware Free Literature

CIRCLE NO.

135 **STATE OF DELAWARE** — *Industrial Data Fact Book,* Info on plant sites, taxes, transportation, utilities, & industrial training.

FLORIDA

State Information

Financial assistance to industry:
- Industrial Revenue Bonds for headqtrs., warehouse/distribution, manufacturing, R&D parks, pollution control, etc.
- Special state and local vocational/technical job training to industry
- Machinery and equipment sales tax exemptions
- "Free Port" law
- Local option abatement of ad valorem taxes for a ten-year period
- Five foreign trade zones
- No personal income tax
- No "Inventory Tax"

Tax rates:
- Corporate income tax
- 5% of adjusted federal income apportioned to Florida by weighted formula with $5,000 exemption
- Property tax ..... Varies locally
- Sales Tax 4%
- Equipment and machinery sales tax 4%
- Exemptions for manufacturers
- Franchise and incorporation tax ..... graduated
- Gasoline tax ..... $.08/gal.

Advanced education facilities:
- Four-year colleges and universities 82
- Two-year community colleges 32
- Vocational and business schools 250

Medical Facilities:
- Hospitals 252
- Clinics ..... NA

Labor Analysis:
- High School graduates 87,826
- Mfgr. workers in Unions 13.2%

Source: **Florida Department of Commerce**

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
FLORIDA	6,791.4	9,740.0
Boca Raton	28.5	49.5
Boynton Beach	18.1	35.6
Bradenton	21.0	30.2
Cape Coral	NA	32.1
Clearwater	52.1	85.5
Coral Gables	42.5	43.2
Coral Springs	1.5	37.3
Daytona Beach	45.3	54.2
Deerfield Beach	16.7	39.2
Delray Beach	19.9	34.3
Dunedin	17.6	30.2
Fort Lauderdale	139.6	153.3
Fort Myers	27.4	36.6
Fort Pierce	29.7	33.8
Gainesville	64.5	81.4
Hallandale	23.8	36.5
Hialeah	102.5	145.3
Hollywood	106.9	117.2
Jacksonville	504.3	540.9
Lakeland	42.8	47.4
Lake Worth	23.7	27.0
Largo	24.2	59.0
Lauderdale Lakes	10.6	25.4
Lauderhill	8.5	37.3
Margate	8.9	36.0
Melbourne	40.2	46.5
Merritt Island	29.2	NA
Miami	334.9	346.9
Miami Beach	87.1	96.3
Miramar	24.0	32.8
North Miami	34.8	42.6
North Miami Beach	30.5	36.5
Ocala	22.6	37.2
Orlando	99.0	128.4
Panama City	32.1	33.3
Pembroke Pines	15.5	35.8
Pensacola	59.5	57.6
Pinellas Park	22.3	32.8
Plantation	23.5	48.5
Pompano Beach	38.6	52.6
Riviera Beach	21.4	26.6
St. Petersburg	216.2	236.9
Sarasota	40.2	48.9
Sunrise	7.4	39.7
Tallahassee	72.6	81.5
Tamarac	5.2	29.1
Tampa	277.7	271.5
Titusville	30.5	31.9
West Palm Beach	57.4	62.5

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Bradenton	97.1	148.4
Daytona Beach	169.5	258.8
Fort Lauderdale — Hollywood	620.1	1,014.0
Fort Myers — Cape Coral	105.2	205.3
Fort Walton Beach	88.2	109.9
Gainesville	104.8	151.3
Jacksonville	621.8	737.5
Lakeland — Winter Haven	228.5	321.7
Melbourne — Titusville — Cocoa	230.0	273.0
Miami	1,267.8	1,626.0
Ocala	69.0	122.5
Orlando	453.3	700.7
Panama City	75.3	97.7
Pensacola	243.1	289.8
Sarasota	120.4	202.3
Tallahassee	109.4	159.5
Tampa — St. Petersburg	1,088.5	1,569.5
West Palm Beach — Boca Raton	349.0	573.1

WESTINGHOUSE, HARRIS CORP., AND UNITED TECHNOLOGIES DIDN'T COME TO FLORIDA FOR VACATION.

And neither did Bendix, Monsanto, Sperry, Western Electric and all the other 16,000 companies who gave Florida more manufacturing establishments than any other state in the Southeast.

They came for almost 4 million hard-working reasons: Our work force.

A work force with the highest level of education in the Southeast. Which means that if they're not already trained, they're very readily trainable.

With only .05% of their time lost to work stoppages, they're something you don't find very often these days– a work force that actually believes in working.

All that adds up to employee productivity which is just one thing all those companies know about Florida that yours may not. Mail the coupon, and you can learn about all the rest.

Moving to Florida won't give your company a vacation. But it could be very, very good for its health.

For more information, please mail to:
Steve Mayberry, Director, Florida Div. of Economic Development, Suite PLAD3-4, The Collins Bldg., Tallahassee, FL 32301 (904) 488-5507

Name_____

Title_____

Company_____

Address_____

City, State/Zip_____

FLORIDA

People like to work where they like to live.

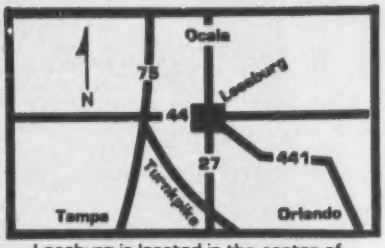
Circle 29 on Brochure Service Card

CENTRAL FLORIDA

"I came to Leesburg to manufacture auto parts..."

"My family came for the 'fun of it.' Leesburg is a great place to live."

Norm Endahl
Wolverine Fabricating and Manufacturing Co.



Leesburg is located in the center of Florida, the crossroads of the state.

Leesburg is the crossroads of major transportation facilities that provide easy access to the entire southeast.
Here you will find favorable business atmosphere, labor supply, shirt-sleeve climate and close proximity to major cities.
That's just part of our story. Call or write:

Rex Taylor
P.O. Box 2108
Leesburg, Florida 32748
Phone (904) 787-5633

Circle 32 on Brochure Service Card

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
FLORIDA		
472.1	40.0	6.78
Bradenton		
6.7	....	....
Daytona		
8.1	....	....
Fort Lauderdale — Hollywood		
40.3	40.6	6.24
Fort Myers — Cape Coral		
3.7	....	....
Gainesville		
4.8	....	....
Jacksonville		
35.2	41.6	7.54
Lakeland — Winter Haven		
20.2	42.3	7.27
Melbourne — Titusville — Coca		
23.9	....	....
Miami		
100.3	39.4	5.63
Orlando		
37.6	42.3	6.86
Panama City		
3.5	....	....
Pensacola		
12.5	42.8	7.89
Sarasota		
6.2	....	....
Tallahassee		
2.8	....	....
Tampa — St. Petersburg		
77.1	39.3	6.76
West Palm Beach — Boca Raton		
28.2	40.3	7.07

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Bradenton		
58.4	3.9	6.7
Daytona Beach		
100.0	7.3	7.3
Fort Lauderdale—Hollywood		
440.6	27.2	6.2
Fort Myers—Cape Coral		
82.9	5.7	6.8
Gainesville		
76.3	4.7	6.2
Jacksonville		
328.1	27.6	8.4
Lakeland—Winter Haven		
133.8	20.2	15.1
Melbourne—Titusville—Cocoa		
113.3	10.3	9.1
Miami		
757.7	53.1	7.0
Orlando		
343.9	27.4	8.0
Panama City		
40.2	4.9	12.3
Pensacola		
117.2	8.8	7.5
Sarasota		
73.3	4.5	6.1
Tallahassee		
82.1	4.2	5.1
Tampa—St. Petersburg		
653.2	46.3	7.1
West Palm Beach—Boca Raton		
248.3	19.0	7.6

*Preliminary figures

State Employment Security Agency

For additional labor market information:
Department of Labor & Employment Security, Caldwell Bldg., Rm. 201, Tallahassee 32301
Office of the Secretary
904/488-4398
Div. of Employment Security
904/488-7228
Office of Research & Analysis
904/488-1048

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
3,570.5	....	....
MANUFACTURING		
457.2	40.8	5.98
DURABLE GOODS		
261.3	41.3	6.06
Lumber and Wood Products—SIC 24		
22.6	39.7	5.15
Furniture and Fixtures—SIC 25		
11.6	37.5	4.87
Stone, Clay, and Glass Products—SIC 32		
20.2	44.4	6.21
Primary Metal Industries—SIC 33		
4.9	42.3	6.14
Fabricated Metal Products—SIC 34		
35.5	40.2	6.09
Machinery, Except Electrical—SIC 35		
35.7	42.2	6.05
Electric & Electronic Eqpmt.—SIC 36		
62.6	41.9	6.23
Transportation Equipment—SIC 37		
46.7	42.5	7.40
Instruments and Related Products—SIC 38		
14.2	40.7	5.20
Misc. Manufacturing—SIC 39		
7.3	....	....
NONDURABLE GOODS		
195.9	40.2	5.88
Food and Kindred Products—SIC 20		
49.8	41.6	5.33
Tobacco Manufactures—SIC 21		
2.3	36.9	4.80
Apparel and Other Textile Products—SIC 23		
34.1	35.9	4.29
Paper and Allied Products—SIC 26		
15.9	43.1	8.45
Printing and Publishing—SIC 27		
42.0	38.8	6.75
Chemicals and Allied Products—SIC 28		
26.8	42.5	7.77

Environment Controls

Air & Water Pollution

Florida Dept. of Environmental Regulation, 2600 Blair Stone Rd. Twin Towers Office Bldg., Tallahassee 32301
Office of the Secretary
904/488-4807
Div. of Environmental Permitting
904/488-0130

We Built The South's Finest Business Park Now It's Your Move...

We Built Orlando Central Park the way we knew you'd want it — a complete business community located at the heart of Florida's highway system (four major highways border the park), and just minutes from Orlando International Airport, providing easy access to Florida's business centers.

Over 330 companies are already here in a beautiful park setting with amenities like lakeside recreation facilities, the famous Gold Key Inn and Piccadilly Restaurant, and banking and other business services are located nearby in the park.

Plus, we can tailor space to your requirements, either in new or existing facilities. And we offer expansion potential for your growing business needs, too, all at very competitive rates. If you are moving into Florida, let us tell you more about Florida's most complete business community — Orlando Central Park. Just write or call:

CENTRAL ORLANDO PARK, INC.
CENTRAL IS OUR MIDDLE NAME

Associate Member naiop

ORLANDO CENTRAL PARK, INC.
7100 Lake Ellenor Drive, Orlando, Florida 32809
Telephone (305) 855-7972
A development of Martin Marietta Corporation

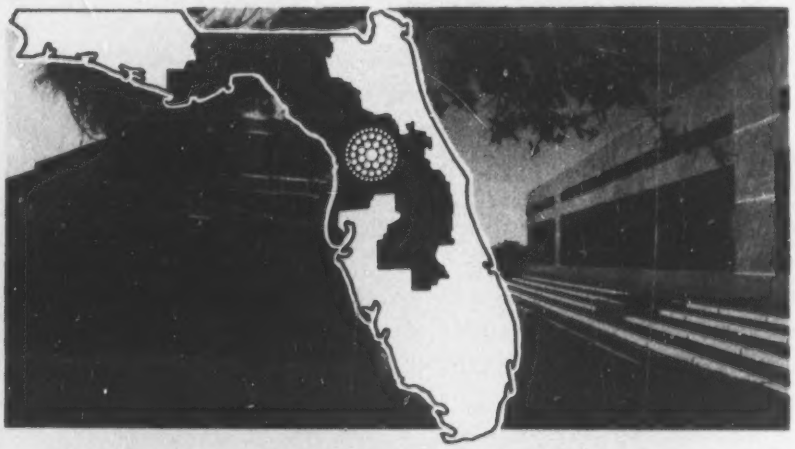
Circle 33 on Brochure Service Card

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Daytona Beach 8/81	Jackson-ville 12/80	Miami 10/81	Gaines-ville 9/81
Office, professional & technical				
Clerks, payroll	NA	5.28	5.66	6.21(a)
Secretaries	*7.25	6.10	6.65	6.05
Stenographers	NA	*5.84	*6.63	NA
Swtichbd opr-receptionists	*4.75	4.63	4.83	4.77
Drafters (Class A)	7.38(d)	8.99	6.28(d)	8.01(d)
Electronics technicians	NA	9.84(a)	9.51(a)	*9.66
Computer operators	6.35(a)	5.98	6.65	6.60
Computer programmers (business)	NA	*8.58	9.86	NA
Maintenance & powerplant (men)				
Carpenters	NA	9:15(a)	*7.90	NA
Electricians	NA	10.80	9.31(c)	NA
Engineers, stationary	NA	8.82(a)	NA	NA
Machinists	NA	10.16	8.05	NA
Mechanics (machinery)	6.79(a)	8.70	8.92(c)	7.71
Tool & die makers	NA	NA	NA	NA
Custodial & material movement (men)				
Guards & watchmen	NA	5.94	4.51	NA
Janitors, porters & cleaners	4.29	6.13	4.42	4.59
Laborers, material handling	NA	5.25	4.45	5.76
Shipping & receiving clerks	6.40(c)	5.27	5.15	5.90(a)
Truckdrivers	5.85(a)	6.06	7.23	5.42
Forklift operators	NA	7.05	5.26	NA

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(c) men & women
(d) Drafter — no class distinction



We'll do more than help you find a site.

Our job isn't necessarily over once you've decided on our service area.

We'll work with you after you make your move, too. By counseling you on energy systems and technologies to help you control energy costs in your plant, office or distribution center.

So why not put our energy to work for you. We'll be happy to supply data on our part of Florida... information on metro and rural sites, labor force, education, taxes, utilities – whatever you need. Simply write (in confidence, of course) to E. L. Schons, Economic Development, G3I Florida Power Corporation, 3201 34th Street South, P.O. Box 14042. St. Petersburg, FL 33733; or call (813) 866-5211.

Florida Power

Circle 30 on Brochure Service Card

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Boca Raton 1, 2 (Fort Lauderdale)
Boynton Beach 1, 2 (West Palm Beach)
Bradenton 2 (Sarasota)
Cape Coral (Ft. Myers)
Clearwater 2 (Tampa)
Coral Gables 2 (Miami)
Coral Springs (Ft. Lauderdale)
Daytona Beach 1, 17, 18, 26
Deerfield Beach 1, 2 (Ft. Lauderdale)
Delray Beach 1, 2 (W. Palm Beach)
Dunedin 2 (Tampa)
Fort Lauderdale 1, 2, 7, 9, 14 to 18, 22 to 24, 27, 29, 31, 33, 34, 36
Fort Myers 2, 9, 17, 18, 22 to 24, 28, 33, 34
Fort Pierce 1 (West Palm Beach)
Gainesville 2, 9, 18
Hallandale 1, 2 (Ft. Lauderdale)
Hialeah 1, 2 (Miami)
Hollywood 1, 2 (Fort Lauderdale)
Jacksonville 1, 2, 3, 9, 12, 17, 18, 24, 25, 29, 32
Lakeland 2 (Tampa)
Lake Worth 1, 2 (W. Palm Beach)
Largo 2 (Tampa)
Lauderdale Lakes (Ft. Lauderdale)
Lauderhill (Ft. Lauderdale)
Margate (Ft. Lauderdale)
Melbourne 1, 18
Merritt Island (Melbourne)
Miami 1, 2, 8, 9, 13 to 20, 22 to 24, 26 to 29, 33, 34, 37 to 69
Miami Beach (Miami)
Miramar (Ft. Lauderdale)
No. Miami 1 (Miami)
No. Miami Beach 1 (Miami)
Ocala 2, 9, 11
Orlando 2, 7, 9, 11, 13, 15 to 18, 22 to 24, 26, 29, 33 to 35
Panama City 4, 10, 29, 30
Pembroke Pines (Ft. Lauderdale)
Pensacola 5, 6, 9, 16, 18, 24, 30
Pinellas Park 2 (Tampa)
Plantation Park 2 (Ft. Lauderdale)
Pompano Beach 1, 2 (Ft. Lauderdale)
Riviera Beach 1, 2 (W. Palm Beach)
St. Petersburg 2 (Tampa)
Sarasota 2, 9, 12, 17, 18, 23 to 25, 28, 29, 31, 34
Sunrise (Ft. Launderdale)
Tallahassee 2, 9, 18, 29
Tamarac (Ft. Lauderdale)
Tampa 2, 8 to 10, 12, 13, 15 to 24, 26, 28, 29, 33 to 35
Titusville 1 (Orlando)
West Palm Beach 1, 2, 9, 17, 18, 24, 29, 33 to 36

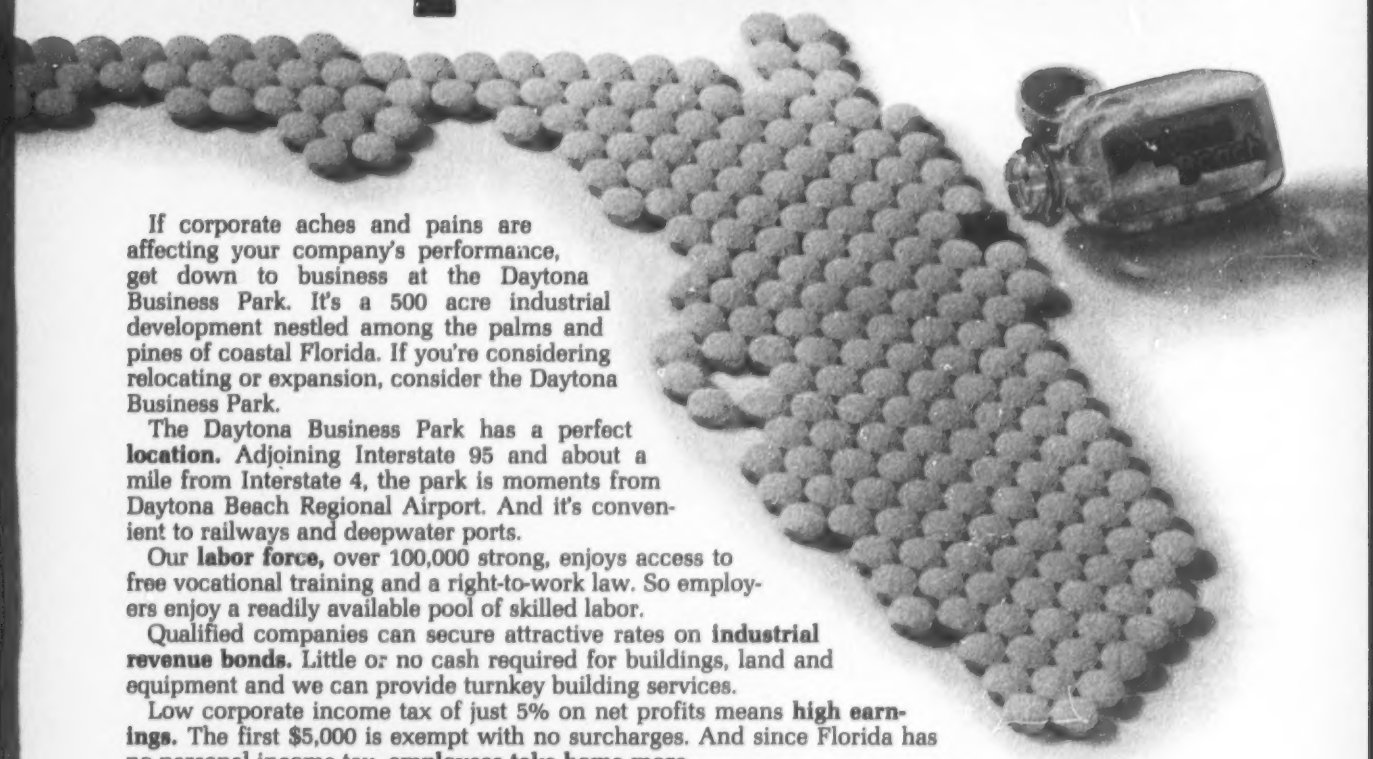
Railroads

1. Florida East Coast
2. Seaboard Coast Line
3. Southern
4. Atlanta & St. Andrews Bay
5. Burlington Northern
6. Louisville & Nashville

Airlines

7. Air Berlin USA
8. Air Canada
9. Air Florida

Cures Corporate Ills.



If corporate aches and pains are affecting your company's performance, get down to business at the Daytona Business Park. It's a 500 acre industrial development nestled among the palms and pines of coastal Florida. If you're considering relocating or expansion, consider the Daytona Business Park.

The Daytona Business Park has a perfect **location.** Adjoining Interstate 95 and about a mile from Interstate 4, the park is moments from Daytona Beach Regional Airport. And it's convenient to railways and deepwater ports.

Our **labor force,** over 100,000 strong, enjoys access to free vocational training and a right-to-work law. So employers enjoy a readily available pool of skilled labor.

Qualified companies can secure attractive rates on **industrial revenue bonds.** Little or no cash required for buildings, land and equipment and we can provide turnkey building services.

Low corporate income tax of just 5% on net profits means **high earnings.** The first $5,000 is exempt with no surcharges. And since Florida has no personal income tax, **employees take home more.**

The Daytona Business Park has **existing buildings** available for lease offering space from 2,000 square feet to 100,000 square feet for office, warehouse and distribution.

Energy costs are quite reasonable and the moderate climate helps keep energy costs down.

Of course, our **quality of life** is unmatched. We have twenty-three miles of smooth, sandy beach, warm sunny climate, year 'round outdoor sports and leisure activities. Excellent housing at moderate prices satisfies all tastes and budgets. Daytona Beach Works well for business and industry and will work well for you. Send us the coupon below for our free information kit.

Daytona Beach works.

DAYTONA BUSINESS PARK

PL1

Mr. Dave Irving, CTD Corp.
P.O. Box 2400, Daytona Beach, FL 32015

Dave, please send me more profitable reasons for relocating to Daytona Beach

My company is engaged in ☐ Manufacturing ☐ Distribution ☐ Office ☐ Other _____

We are ☐ Expanding ☐ Relocating

Name _____

Title _____

Company Name _____

Address _____

City _____ **State** _____

Zip _____ **Phone** _____

Circle 27 on Brochure Service Card

10. Air New Orleans
11. Allegheny Commuter
12. Altair Airlines
13. American
14. Bahamasair
15. Braniff
16. Continental
17. Delta
18. Eastern
20. Marco Island Airways
21. Midway Airlines
22. Northwest
23. Ozark
24. Pan Am
25. People Express Arlns.
26. Piedmont
27. Pro Air Services
28. Provincetown-Boston
29. Republic
30. Scheduled Skyways
31. State Airlines
32. Sunbird Airlines
33. TWA
34. United
35. U.S. Air
36. Walker Clay Air Terminal
37. Aerolinas Argentinas
38. Aerolineas Nicaraguenses
39. Aeromexico
40. Aero Peru
41. Aerotol
42. Air France
43. Air Jamaica
44. Air Panama
45. ALM-Antillean
46. Avianca
47. Aviateca
48. British Airways
49. BWIA Int'l.
50. Capitol Int'l.
51. Cayman Airways
52. Dominicana
53. Ecuatoriana
54. El Al
55. Faucett-Peruvian
56. Guy-American Airways
57. Guyana Airways
58. Iberia
59. Lacsa
60. Lan Chile
61. LAP-Arln. of Paraguay
62. Lloyd Aero Boliviano
63. Lufthansa
64. Mexicana
65. Surinam
66. Taca
67. Tan
68. Varig
69. Viasa

Bell Labs: We designed our research park for you.

When we designed Central Florida Research Park, we wanted to make it so attractive, it would appeal to the most prestigious research companies in the country.

We knew, for instance, Bell Labs would need a continuous supply of young men and women skilled in high-technology. They would also require a close relationship with a university offering advanced training and research opportunities. So we built our Research Park adjacent to the University of Central Florida campus. The University has the second largest engineering school in the state, and doctoral programs in both engineering and computer science.

Companies like Bell Labs understand that research people flourish in a creative, campus-type atmosphere. They also know it's easier to recruit and retain personnel with this kind of environment. That's why we located our Research Park on an expansive, 1,400-acre site dotted with lakes.

Although Bell Labs isn't located in Central Florida Research Park, we're sure they'll like what they find here. If you're thinking about relocating, contact Dr. Ralph Gunter. Ask for complete information about leasing space, building your own facility or building to suit in Central Florida Research Park.

CENTRAL FLORIDA RESEARCH PARK

University of Central Florida
Orlando, Florida 32816
(305) 275-2275

©1982 Central Florida Research Park

Circle 24 on Brochure Service Card

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Boca Raton — 3e, 5g
Boynton Beach — 3e
Bradenton — 3e
Clearwater — 1e, 2g
Coral Gables — 3e, 18g
Coral Springs — 3e
Daytona Beach — 3e, 4g
Deefield Beach — 3e
Delray Beach — 3e
Dunedin — 1e, 2g
Fort Lauderdale — 3e, 5g
Fort Myers — 3e, 14g
Fort Pierce — 6eg
Gainesville — 7e, 8g
Hallandale — 3e, 18g
Hialeah — 3e, 18g
Hollywood — 3e, 5g
Jacksonville — 9e, 4g
Lakeland — 12e, 4g
Lakeworth — 22e
Largo — 1e, 2g
Lauderdale Lakes — 3e
Lauderhill — 3e
Margate — 3e
Melbourne — 3e, 18g
Merritt Island — 3e, 18g
Miami — 3e, 18g
Miami Beach — 3e, 5g
Miramar — 3e, 18g
North Miami — 3e, 5g
North Miami Beach — 3e, 5g, 18g
Ocala — 23e
Orlando — 15e, 4g
Panama City — 17e, 16g
Pensacola — 17e, 10g
Pembroke Pines — 3e, 18g
Pinellas Park — 1e
Plantation — 3e
Pompano Beach — 3e, 5g
Riviera Beach — 3e
St. Petersburg — 1e, 4g
Sarasota — 3e, 20g
Sunrise — 3e

Tallahassee — 13eg
Tamarac — 3e
Tampa — 21e, 5g
Titusville — 3e, 18g
West Palm Beach — 3e, 19g

1. Florida Power Corp.
   3201 34th St., S, Box 14042,
   St. Petersburg 33733
2. Clearwater Utilities Dept., Gas Div.
   P.O. Box 4749, Clearwater 33518
3. Florida Power and Light Co.
   9250 W. Flagler St., Miami 33174
4. Florida Gas Co.
   1560 N. Orange Ave., Winter Park 32790
5. Peoples Gas System, Inc.
   5 West Florida Ave., Tampa 33602
6. Fort Pierce Utilities Auth., Gas Dept.
   206 S. 6th St., Fort Pierce 33450
7. Gainesville Regional Utilities
   200 E. University Ave., P.O. Box 490, Gainesville 32602
8. Gainesville Gas Co.
   530 W. University Ave., Gainesville 32601
9. Jacksonville Electric Authority
   233 W. Duval, Box 53015,
   Jacksonville 32202
10. Energy Services of Pensacola
    105 E. DeSoto St., Pensacola 32521
11. Key West Utility Bd.
    1001 James St., P.O. Box 1060,
    Key West 33040
12. Lakeland Dept. of E. & W Utilities
    P.O. Box 368, Lakeland 33802
13. Tallahassee Munic. System
    2602 Jackson Bluff Rd.,
    Tallahassee 32304
14. South Florida Gas Co. Inc.
    1400 Jackson, Drawer 2428, Fort Myers 33902
15. Orlando Utilities Comm.
    500 S. Orange Ave., Box 3193,
    Orlando 32802
16. Gulf Nat. Gas Corp.
    301 Maple Ave., Panama City 32401
17. Gulf Power Co.
    75 N. Pace Blvd., Box 1151,
    Pensacola 32520
18. City Gas Co. of Florida
    955 E. 25th St., Hialeah 33013
19. Florida Public Utilities Co
    401 S. Dixie, P.O. Drawer C,
    W. Palm Beach 33402
20. Southern Gas Co.
    1565 State St., Sarasota 33578
21. Tampa Elec. Co.
    702 N. Tampa St., P.O. Box 111,
    Tampa 33601
22. Lake Worth Utilities Auth.
    114 College St., Lake Worth 33460
23. Ocala Electric Utility
    P.O. Box 1270, Ocala 32678

Raw Materials

Nonfuel Mineral Production

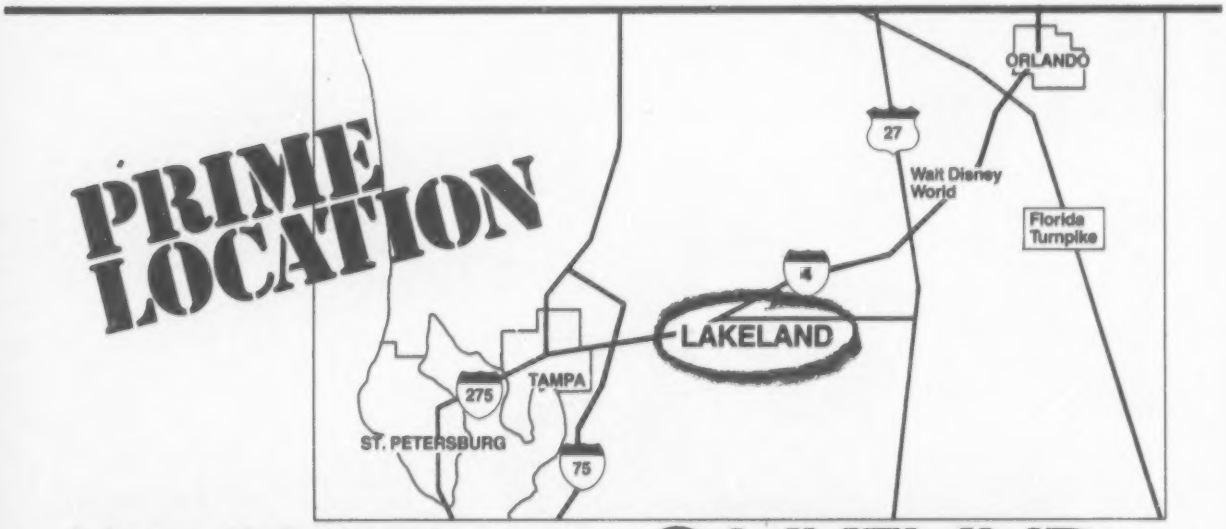
	Quantity*	Value $ Thousands
Cement		
Masonry	285	22,074
Portland	3,574	182,590
Clays	614	24,164
Gem stones	NA	5
Lime	195	12,434
Peat	154	2,398
Sand & gravel (exc. industrial)	14,464	28,831
Combined value of clays (kaolin), magnesium compounds, phosphate rock, rare-earth concentrate, industrial sand and gravel, staurolite, titanium concentrates, (ilmenite and rutile), zircon concentrates.		1,020,286
Grand Total Florida 1980		**1,508,754**

* = Thousand short tons

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Clearwater	61	82	665	3410
Daytona Beach	58	81	897	2919
Fort Lauderdale	67	82	244	3967
Fort Myers	64	82	457	3711
Fort Pierce	64	81	503	3512
Gainesville	57	81	1081	2906
Hialeah	66	81	283	3699
Jacksonville	55	81	1327	2596
Key West	71	85	64	4888
Lakeland	61	82	678	3298
Melbourne	62	81	611	3265
Miami Beach	68	82	117	4183
Miami	67	82	206	4038
Orlando	60	82	704	3447
Panama City	54	82	1388	2778
Pensacola	52	82	1578	2695



And a rare combination of assets for profit-oriented businesses.

Whether you're expanding or relocating your business, Lakeland offers important benefits to profit-oriented management. There is plentiful, low-cost labor and a productivity rate considerably higher than the U.S. average. Low taxes, 100% financing and site availability are other reasons why blue chip companies like Kraft Foods, Piper Aircraft, FMC Corporation, Owens-Illinois and others have located here.

Lakeland, the 25th fastest growing U.S. metropolitan market, is midway between Tampa and Orlando. It is a prime location.

LAKELAND

For information contact: John Hamilton, C.I.D., Lakeland Chamber of Commerce, P.O. Box 3538, Lakeland, FL 33802, (813) 688-8551.

Name _____

Address _____

City _____ State _____ Zip _____

Circle 25 on Brochure Service Card

Pompano Beach	67	82	233	3857
St. Petersburg	62	83	551	3687
Tallahassee	53	81	1563	2583
Tampa	60	82	718	3366
Titusville	61	82	664	3324
West Palm Beach	66	82	299	3786

Industrial Development Counselors

State Development Agency

Mayberry, Steve, Director
Div. of Economic Dev.
Florida Dept. of Commerce
Collins Bldg., Tallahassee 32301
904/488-6300

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Boca Raton
Zeli, Gerard J., Dir.
Sales & Marketing
Arvida Park of Commerce
Box 100, 33432
305/395-2000

Coral Gables
Smith, Ken, Dir., Comm. Dev.
City of Coral Gables
Drawer 341549, 33134
305/442-6441

Daytona Beach
McCarty, Wm. L., C.I.D.
R 2 Box 347, 32019
904/767-5362

Irving, Dave
Daytona Beach Bus. Prk
C. T. D. Corporation
P.O. Box 2400, 32015
904/255-7558

Denton, Bud
Econ. Dev. Council of
the Greater Daytona Beach Area
P.O. Box 9248, 32020
904/252-9711

Fort Lauderdale
Smolko, John, Exec. Dir.
Broward Ind. Board
1001 N.W. 62nd St. Suite 308, 33309
305/491-3001

Rasmussen, Rhonda G., Dir.
Ind. & Comm. Dev.
Arvida Corp./Weston Cntr.
901 E. Las Olas Blvd., 33301
305/761-1808

Fort Pierce
Reid, Richard S., C.I.D.,
Exec. Dir.
G.O. Team, Inc.
2200 Virginia Ave. 33450
305/461-2700

Gainesville
McKeown, Charles D.
Exec. V.P./Dir. of ED
Area C. of C.
P.O. Box 1187, 32602
904/372-4305

Green Cove Springs
Fox, Virgil F., C.I.D., V.P.
The Bank of Green Cove Springs
Box 428, 32043
904/264-1201

Jacksonville
LeGrand, J. R., V.P., Ind. Dev.
FamilyLines Rwy.
500 Water St. Dept. L., 32202
904/353-2011

Nash, Lamar, Exec. Dir.
Paterson Enterprises
P.O. Drawer 2699
904/354-7100

Lakeland
Hamilton, John M., C.I.D., Mgr
Ind. Div., Area C. of C.
Box 3538, 33802
813/688-8551

Largo
Castoro, Wm. M.
Pinellas Cty. Industry Council
1301 Seminole Blvd., Suite 170, 33540
813/586-3507

Leesburg
Taylor, Rex
Council of 100
P.O. Box 2108, 32748
904/787-5633

Maitland
Cannon, Robert
Fla. Econ. Dev. Corp.
P.O. Box 1518, 32751
305/862-7015

Merritt Island
McCauley, John E., Jr.,
Exec. Dir.
Brevard Ec. Dev. Council, Dept. PL
2575 N. Courtenay Parkway 32952
305/453-9519

Miami
Freeman, Lester, S.vp
Southeast Bank, N.A.
100 S. Biscayne Blvd. 33131
305/577-3882

Haley, John H., Jr., Exec. Dir.
Dade Cty. IDA, 44 W. Flagler St.
Suite 2550, 33130
305/579-3764

Klein, Wm. M., V.P., Econ. Dev.
Florida Pwr. & Light Co.
P.O. Box 529100, 33152
305/552-4229

Orange Park
Fox, Virgil F., C.I.D., Ec. Dev. Dir.
Clay Cty. Dev. Auth.
2111 Smith St. 32073
904/264-7373

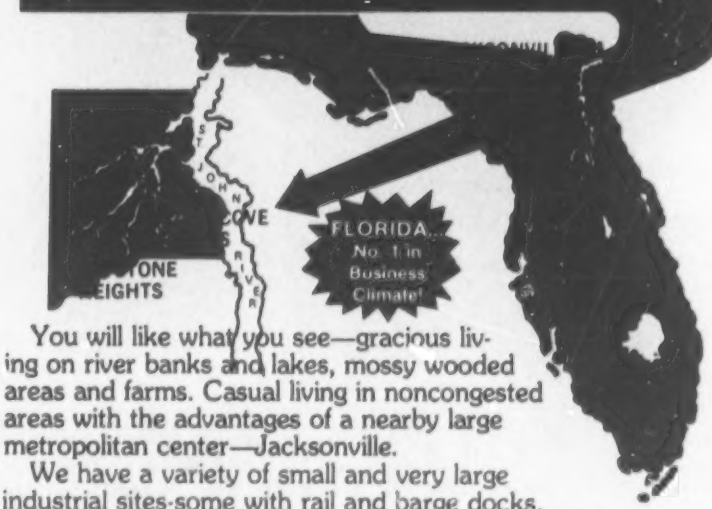
Orlando
Harris, Roy
ID Commission of Mid Fla., Inc.
Box 2144, Dept. PL4, 32802
305/422-7159

Gunter, Dr. Ralph
Central Florida
Research Park
Univ. of Central FL, 32816
305/275-2275

The Ind. Dev. Dept.
Orlando Central Park, Inc.
7100 Lake Ellenor Dr., 32809
305/855-7972

Pensacola
Witt, Herman, Ind. Sales Mgr.
Gulf Power Co.
Box 1151AL, 32520
904/434-8371

Take a close look at Clay County



You will like what you see—gracious living on river banks and lakes, mossy wooded areas and farms. Casual living in noncongested areas with the advantages of a nearby large metropolitan center—Jacksonville.

We have a variety of small and very large industrial sites-some with rail and barge docks.

There are four industrial parks (two with airfields), a good labor force and excellent training facilities plus ample room to develop your own site.

For comprehensive data, write in confidence to Virgil F. Fox, CID, Director of Economic Development.

CCDA

Clay County Development Authority
2111 Smith Street, Orange Park, Florida 32073
904/264-7373

Circle 122 on Brochure Service Card

Orlando Florida
Stake Your Claim Today
In the Nation's Fastest-Growing Technology Center!

The rush has begun. Some of the biggest names in business are already relocating here in Orlando . . . and are turning open land into pay dirt!

Why? You can bet companies like Westinghouse, Western Electric and Burroughs don't make sudden moves. They all took long hard looks at Orlando, Florida.

And they liked what they saw . . . a city with one of the brightest futures in America. Based on a vibrant, expanding economy, Orlando's business climate is as warm and hospitable as the sunshine.

Take a look at Orlando today. Drive your stake into a land where the prospect for success is better than ever. **And that's no idle claim!**

- *A Central Florida location served by all major traffic arteries and Orlando International Airport;*
- *One of the finest educational systems in the South including excellent general education in public and private schools and fine area vocational schools;*
- *Outstanding education in high technology fields available at the graduate and undergraduate level at the University of Central Florida;*
- *The state's finest Research Park located at the University of Central Florida;*
- *No state income taxes;*
- *Very favorable conditions for labor and management;*
- *Right-to-work laws;*
- *Art festivals and theater, the symphony and the surf;*
- *Availability of fine housing in all sizes and styles, in all reasonable price ranges.*

For more information, contact Mr. Roy Harris, Executive Vice President, Industrial Development Commission of Mid-Florida, Inc., P.O. Box 2144, Dept. PL-4 , Orlando, FL 32802.

Serving Orange and Seminole Counties.

Circle 31 on Brochure Service Card

Industrial Development Commission of Mid-Florida, Inc.

Pinellas County
Castoro, Wm. M.
Pinellas County Ind. Council
P.O. Box 13000A
St. Petersburg, 33733
813/586-3507

Plant City
Byars, David R., Ind. Comm.
E. Hillsborough C of C
Drawer N 33566
813/752-1115

St. Petersburg
Schons, Edward, Mgr. Econ. Dev. G31
Florida Power Corp.
Box 14042, 33733
813/866-5211

Sanford
Daniel, J. M., Exec. Dir.
Seminole Cty., ID Auth.
Courthouse N. Park Ave. — Rm. 422
305/323-4330, Ext. 265

Tallahassee
Mayberry, Steve, Dir.
FL Dept. of Commerce
Div. of Econ. Dev.
Suite PL-2, Collins Bldg., 32301
904/488-5507

Tampa
Franc, James H., C.I.D.
Elmer J. Krauss Organization, Inc.
Box 23943, 33623
813/885-5656
Leach, Frank W. & Assoc., Inc.
Box 22871, 33622
813/879-8547
Ryan, James P., Jr., Area Dev. Mgr.
Gen. Telephone Co. of Fla.
Box 110, 610 Morgan St. 33601
813/224-4133

Gage, George, Chairman
Comm. of 100, C. of C.
P.O. Box 420, 33601
813/223-5109

Titusville
Grodhaus, George H., Exec. Dir.
No. Brevard Dev. Comm.
Box 1960, 2000 S. Washington 32780
305/269-3221

Winter Haven
Byars, David
Area Committee of 100
Box 271, 33880
813/294-4171

Circle adjacent number on ACTION CARD for Florida Free Literature

CIRCLE NO.

29 **STATE OF FLORIDA** — *Florida: People Like to Work Where They Like to Live,* find out why Florida was recently rated #1 in a national study for its business climate.

24 **CENTRAL FLORIDA RESEARCH PARK**

26 **DAYTONA BEACH COMMITTEE OF 100** — "125 page Development Profile includes appropriate demographics for the Daytona Beach metro area. An award winning facts & figures presentation."

27 **DAYTONA BUSINESS PARK/CTD CORP.**

25 **CITY OF LAKELAND**

28 **FAMILY LINES RAIL SYSTEM**

31 **IND. DEV. CMSN. OF MID-FLORIDA**

30 **FLORIDA POWER CORP.**

32 **LEESBURG COUNCIL OF 100**

33 **ORLANDO CENTRAL PARK**

GEORGIA

State Information

Assistance to industry:
- Site location
- Industrial revenue bonds
- Tax incentives
- Production worker training

Tax rates:

Corporate income tax	6%
Personal income tax	2-6%
Real & personal property tax	1% of FMV (average)
Sales tax	3-4%
Franchise tax	Function of apportioned net worth

Advanced education facilities:

Four-year colleges and universities	37
Two-year or junior colleges	24
Vocational and business schools	29

Source: **Georgia Department of Industry and Trade**

Environment Controls

Air & Water Pollution

Environmental Protection Div., Dept. of Natural Resources, 270 Washington Street, S.W., Atlanta 30334
404/656-4713

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
GEORGIA	4,587.9	5,464.3
Albany	72.6	73.9
Athens	44.3	42.5

Daytona Beach works.

Business and industry thrive in the Daytona Beach Area. We've got it all; a right-to-work law, free vocational training, an expansive work force, superior natural resources, choice industrial sites with existing utilities, available buildings for lease, revenue bonding, proximity to all modes of transportation, and a lifestyle that is unmatched. The Daytona Beach Area is the perfect place for your company's expansion or relocation.

Please send me more information about Industrial Development in the Daytona Beach Area. PL1

DAYTONA BEACH AREA COMMITTEE OF 100
P.O. Box 2775
Daytona Beach, Florida 32015
(904) 255-0981

NAME_____ TITLE_____
COMPANY_____
ADDRESS_____ PHONE_____
CITY_____ STATE_____ ZIP_____

Circle 27 on Brochure Service Card

Atlanta	495.0	425.0
Augusta	59.9	47.5
Columbus	155.0	169.4
East Point	39.3	37.5
Macon	122.4	116.9
Marietta	27.2	30.8
Rome	30.8	29.7
Savannah	116.3	141.6
Valdosta	32.3	37.6
Warner Robins	33.5	39.9

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Albany	96.7	112.7
Athens	107.7	130.0
Atlanta	1,595.5	2,029.6
Augusta, Ga. — S.C.	275.8	327.4
Chattanooga, Tenn. — Ga.	370.9	426.5
Columbus, Ga. — Ala.	238.6	239.2
Macon	226.8	254.6
Savannah	208.0	230.7

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
GEORGIA		
518.3	40.0	6.58
Atlanta		
145.5	40.3	7.90
Augusta		
36.1	....	....
Columbus		
20.9	....	....
Macon		
16.0	....	....
Savannah		
17.2	42.2	8.19

*Preliminary figures

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Albany		
51.6	3.9	7.5
Atlanta		
1,005.9	54.5	5.4
Augusta		
128.3	9.8	7.7
Columbus		
83.7	7.2	8.6
Macon		
101.0	6.5	6.4
Savannah		
92.4	5.4	5.9

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Agency, 254 Washington St., S.W., Atlanta 30334 404/656-3176

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Atlanta 8/81
Office, professional & technical	
Clerks, payroll	5.91
Secretaries	7.41
Stenographers	*10.03
Switchbd opr-recept'n	5.13
Drafters V	*10.59
Electronics technicians	9.73
Computer operators	7.85
Computer programmer (business)	9.76
Maintenance & powerplant (men)	
Carpenters	9.55
Electricians	10.74
Engineers, stationary	10.24
Machinists	9.17
Mechanics (machinery)	8.64
Tool & die makers	10.64
Custodial & material movement (men)	
Guards and watchmen	5.16
Janitors, porters & cleaners	6.44
Laborers, mat'l hdlg	5.16
Shipping & receiving clerks	6.85
Truckdrivers	5.93
Forklift operators	7.23

*Computed from available statistics

Georgia's incentive program hands you a strong combination of bottom-line benefits.

Whether you're expanding or relocating your company in Georgia, you can expect additional support from our incentive program.

Georgia offers you a fiscally responsible government. A stable and equitable tax structure. A proven work force. Technical training programs tailored to your needs —at no cost to you. One-stop environmental permitting. A right-to-work law. Existing industry support. Progressive educational systems. A cost-of-living factor and housing options that give Georgia a good living and business climate.

To find out more about Georgia's additional incentives, contact: Milt Folds, Commissioner; Georgia Dept. of Industry and Trade; P.O. Box 1776, Dept. PL-21; Atlanta, Georgia 30301. (404) 656-3556.

Georgia

Circle 35 on Brochure Service Card

Thinking about expansion or relocation?

Curtis James
Director of Economic Development

We'll do your groundwork for you.

Site Planners Tool Kit

"Whether you're in high tech, warehouse distribution, or searching for a place to put your corporate headquarters, the 'Site Planner's Tool Kit' addresses the specific needs of your business with a variety of information on available sites as well as economic and demographic data. It will also tell you why DeKalb is rated on top of the list when it comes to quality-of-life.

We're here to help you

As an additional service, we'll be your personal liaison with state and local government, set up meetings with community leaders and put you in touch with executives of area financial institutions. You can count on us to assist you with your site selection and introduce you to property owners, too.

We'll continue our support throughout the decision making process, gathering and supplying information as needed. If you desire, all communitcations will be treated confidentially.

Write to me at the address below and I'll send you a 'Site Planner's Tool Kit' and tell you more about ways in which we can help."

DeKalb County
Atlanta
Development Authority of DeKalb County

Mr. Curtis James,
Director of Economic Development,
DeKalb Chamber of Commerce,
515 Decatur Federal Building,
Decatur, Georgia 30030.
404-378-3691

Circle 34 on Brochure Service Card

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
2,146.4	. . . .	. . . .
MANUFACTURING		
516.2	40.2	5.77
DURABLE GOODS		
181.6	39.9	6.53
Lumber and Wood Products—SIC 24		
29.0	39.9	4.61
Furniture and Fixtures—SIC 25		
9.3	38.5	4.39
Stone, Clay, and Glass Products—SIC 32		
18.2	43.3	6.24
Primary Metal Industries—SIC 33		
16.4	42.3	7.43
Fabricated Metal Products—SIC 34		
20.8	39.9	6.33
Machinery, Except Electrical—SIC 35		
22.4	37.9	6.82
Electric & Electronic Eqpmt.—SIC 36		
20.1	40.5	6.51
Transportation Equipment—SIC 37		
34.2	38.8	9.59
NONDURABLE GOODS		
334.5	40.3	5.37
Food and Kindred Products—SIC 20		
58.5	39.2	5.30
Textile Mill Products—SIC 22		
116.3	40.9	5.02
Apparel and Other Textile Products—SIC 23		
72.4	38.0	4.03
Paper and Allied Products—SIC 26		
28.5	43.0	8.35
Printing and Publishing—SIC 27		
23.1	. . . .	. . . .
Chemicals and Allied Products—SIC 28		
16.7	42.3	6.71
Leather and Leather Products—SIC 31		
2.4	38.3	3.78

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Albany 1, 2, 19
Athens 1, 2, 3, 6
Atlanta 1 to 21
Augusta 1, 2, 3, 9
Columbus 1, 2, 6, 9
East Point 2, 4 (Atlanta)
Macon 1, 2, 3, 6, 9
Marietta 5 (Atlanta)
Rome 2 (Atlanta)
Savannah 1, 2, 9, 10, 21
Valdosta 1, 2, 6, 19
Warner Robins 2 (Macon)

Railroads

1. Seaboard Coast Line
2. Southern
3. Georgia
4. Atlanta & West Point
5. Louisville & Nashville

Airlines

6. Atlantic Southeast
7. Bahamasair
8. British Caledonia
9. Delta
10. Eastern
11. Frontier
12. KLM
13. Lufthansa
14. Northwest
15. Ozark
16. Pan Am
17. Piedmont
18. Pinehurst Arlns.
19. Republic
20. Sabena
21. Sunbird Arlns.

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Albany — 1eg
Athens — 2e, 3g
Atlanta — 2e, 3g
Augusta — 2e, 3g
Columbus — 2e, 4g
East Point — 5e, 3g
Macon — 2e, 3g
Marietta — 6e, 3g, 8g
Rome — 2e, 3g
Savannah — 7e, 3g
Valdosta — 2e, 3g
Warner Robins — 2e, 9g

1. Albany Water, Gas & Light Comm. P.O. Box 1788, Albany 31702
2. Georgia Power Co. 333 Piedmont Ave., Atlanta 30308
3. Atlanta Gas Light Co. 235 Peachtree St., N.E., P.O. Box 4569, Atlanta 30302
4. Gas Light Co. of Columbus 1421 Fourth Ave., P.O. Box 1657, Columbus 31993
5. East Point Elec. Dept. City Hall Annex, East Point 30344
6. Marietta Bd. of Lt. and W. Wks. 205 Lawrence St., Marietta 30060
7. Savannah Elec. and Power Co. 600 Bay St., E., Savannah 31402
8. Austell Gas System 2716 Broad St., NW, Austell 30001
9. Warner Robins City Gas System 700 Watson Blvd., Warner Robins 31093

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement		
Portland	1,231	55,463
Masonry	89	5,464
Clays	8,283	500,555
Gem stones	NA	20
Sand & gravel (exc. industrial)	4,858	11,898
Stone (crushed)	40,884	162,642
Stone (dimension)	231	17,466
Talc	25	116
Combined value of barite, bauxite, peat, sand and gravel (industrial), feldspar, kyanite, mica, and iron oxide pigments (crude)		17,064
Grand Total Georgia 1980		**770,688**

* = Thousand short tons

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albany	51	82	1872	2582
Athens	44	78	2822	1836
Atlanta	42	78	3095	1589
Augusta	46	80	2547	1995
Columbus	47	81	2378	2143
Macon	48	81	2240	2294
Rome	41	79	3342	1815

Industrial Development Counselors

State Development Agency

Folds, W. Milton, Commissioner
Georgia Dept. of Ind. & Trade
1400 N. Omni Int'l 30303
404/656-3556

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Atlanta
Cooper, Roy Brannen, Dir. ED & Res.
C. of C., 1300 N. Omni Int'l 30303
404/521-0845

Cornell, W. Glenn, Dir., ID
Citizens & Southern Banks
99 Annex 30399
404/581-4866

Easterly, Michael D., Gen. Partner
William Blair & Co.
1700 Coastal States Bldg., 30303
404/577-1600

LaBelle, Ernest W., Reg. Mgr.
State Govt. Relations
TRW, Inc.
1507 Peachtree Ctr.
Harris Tower
233 Peachtree St. NE 30303
404/681-3850

Morgan, David C., Mgr.
Oglethorpe Power Corp.
2888 Woodcock Blvd. 30341
404/455-1121 Ext. 400

Newland, Jim T., Mgr. Dir
ARMCO Dealer Ind. Dev. Group
ARMCO, Inc.
P.O. Box 49525, 30359
404/325-1303

Geer, Robert S., V. Pres.

Stall, Robert J., Jr. Mgr.
Research & Planning
Industrial Dev.
Southern Railway System
125 Spring St., S.W.
404/529-1593

Camilla
Murrah, Robt. H., Jr., Dir. Comm. Dev.
SW GA Area Plng. & Dev. Comm.
Box 346, 31730
912/336-5616

Columbus
West, James F., Jr., Ec. Dev. Dir
C. of C., 1344 13th Ave.
P.O. Box 1200, 31902
404/327-1566

Decatur
James, Curtis, Dir.
Economic Dev. Dept.
DeKalb Chamber of Commerce
515 Decatur Federal Bldg. 30030
404/378-3691

Dublin
Harty, J. Hill, Exec. Dir.
Dublin-Laurens Cty. IDA
Box 818, 31021
912/272-5546

Macon
Murphy, L. Thomas, Jr., Exec. Dir.
Forward Macon, Inc.
305 Coliseum Dr.
Box 207, 31202
912/742-2525

Marietta
Sund, Roger K., C.I.D., Ec. Dev. Mgr.
Cobb Cty. C. of C.
820 Cobb Pkwy NE 30064
404/427-4227

Circle adjacent number on ACTION CARD for Georgia Free Literature

CIRCLE NO.

35 **STATE OF GEORGIA** — *Industrial Survey of Georgia* — a well-illustrated, 28-page summary of Georgia's industrial location incentives, topics include transportation, environmental permitting, natural resources, agribusiness, manpower, international services and many more from the GA Dept. of Industry & Trade.

34 **DeKALB COUNTY**

MARYLAND-D.C.

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for industrial real estate, machinery and equipment
- Bonds for pollution control
- Aid for job training
- Mortgage guarantees for industrial real estate, machinery and equipment
- Training assistance
- Foreign trade zones

Tax rates:
- Corporate income tax 7%
- Personal income tax .....2 to 5%
- Pers. prop. tax ..... 21¢/$1.00 (full credit on income tax)
- Sales tax 5% (eliminated sales and use tax on mfg. machinery and equipment.
- Inventory tax .....same as property (credited against state income tax)
- (M&E .....exempt)
- Gasoline tax .....$.09/gal.

Advanced education facilities:
- Four-year colleges and universities .....37 (+ 17 in D.C.)
- Two-year or junior colleges 23 (none in DC)
- Vocational and business schools 331

Medical Facilities:
- Hospital 59
- Clinics 174

Labor Analysis:
- High School Graduates 54,050
- Union Membership (non-agri.) .21%

Source: **Maryland Department of Economic and Community Development**

Environment Controls

Air Pollution

George P. Ferreri, Director, Air Mgmt. Administration, Department of Health & Mental Hygiene, 201 West Preston Street, Baltimore, Maryland 21201
301/383-2779

Noise Control

David Rash, Acting Administrator, Community Health Management Programs, Office of Environmental Programs. Department of Health & Mental Hygiene (same address as above)
301/383-2754

Water Pollution

Richard B. Sellars, Jr., Acting Director, Water Mgmt. Administration Office of Envir. Programs, Dept. of Mental Health & Hygiene (same address as above) 301/383-2737

State Employment Security Agency

For additional labor market information: Department of Human Resources, 1100 N. Eutaw St., Baltimore 21201
301/383-5600
For additional labor market information: D.C., Dept. of Employment Services, Rm. 626, 500 C St., NW., Washington 20001
202/724-3785

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
MARYLAND	3,923.9	4,216.4
Annapolis	30.1	31.7
Baltimore	905.8	786.8
Bethesda	71.6	
Bowie	35.0	33.7
Cumberland	29.7	25.9
Frederick	23.6	27.6
Gaithersburg	8.3	26.4
Hagerstown	35.9	34.1
Rockville	42.7	43.8
DISTRICT OF COLUMBIA	756.7	637.7
Washington	756.7	637.7

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Baltimore	2,071.0	2,174.0
Cumberland, Md. — W.V.	107.2	107.8
Hagerstown	103.8	113.1
Washington D.C. — Md. — Va.	2,910.1	3,060.2
Wilmington, Del. — N.J. — Md.	499.5	524.1

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
MARYLAND		
232.8	39.8	8.47
Baltimore		
157.0	40.3	8.84
DISTRICT OF COLUMBIA		
14.5	....	....
WASHINGTON SMSA		
56.0	39.1	9.31

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Baltimore		
1,058.1	91.5	8.6
Washington, D.C., SMSA		
1,633.8	82.5	5.1

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Baltimore 8/81	Washington, D.C.-Md.-Va. 3/81
Office, professional & technical		
Clerks, payroll	8.52	*7.17
Secretaries	7.63	7.59
Stenographers, ...	*8.15	*5.73
Switchbd opr-recept's ..	5.54	5.29
Drafters V	11.75	*9.79
Electronics technicians	*10.56	*7.49
Computer operators	8.03	7.28
Computer programmers (business)	9.64	10.03
Maintenance & powerplant (men)		
Carpenters	10.88	*8.14
Electricians	11.91	*12.38
Engineers, stationary ...	11.04	*11.60
Machinists	11.45	NA
Mechanics (machinery)	11.78	NA
Tool & die makers	11.78	NA

Custodial & material movement (men)		
Guards & watchmen	8.93	5.40
Janitors, porters & cleaners	7.51	5.72
Laborers, mat'l hdlg	6.71	*6.83
Ship & receive clerks ...	7.47	6.45
Truckdrivers	9.06	8.29
Forklift operators	9.47	7.53

*Computed from available statistics

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,695.2	....	....
MANUFACTURING		
237.9	39.6	7.61
DURABLE GOODS		
132.4	40.3	8.40
Lumber and Wood Products—SIC 24		
3.9	38.6	5.49
Furniture and Fixtures—SIC 25		
3.7	38.3	5.71
Stone, Clay, and Glass Products—SIC 32		
9.5	43.0	7.95
Primary Metal Industries—SIC 33		
29.1	40.3	11.15
Fabricated Metal Products—SIC 34		
11.5	40.3	7.05
Machinery, Except Electrical—SIC 35		
20.0	39.7	8.00
Electric & Electronic Eqpmt.—SIC 36		
30.2	40.3	6.56
Transportation Equipment—SIC 37		
17.7	40.5	9.64
Instruments and Related Products—SIC 38		
3.4	....	....
Miscellaneous Manufacturing Industries—SIC 39		
3.4	....	....
NONDURABLE GOODS		
105.5	38.8	6.59
Food and Kindred Products—SIC 20		
28.2	39.6	6.43
Textile Mill Products—SIC 22		
1.0	38.6	4.40
Apparel and Other Textile Products—SIC 23		
15.4	34.8	5.00
Paper and Allied Products—SIC 26		
9.9	39.7	6.19
Printing and Publishing—SIC 27		
23.4	37.2	7.99
Chemicals and Allied Products—SIC 28		
14.0	42.6	7.92
Petroleum and Coal Products—SIC 29		
0.9	....	....
Rubber and Plastics Products, NEC—SIC 30		
10.9	....	....
Leather and Leather Products—SIC 31		
1.8	38.7	4.19

District of Columbia

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
615.3	....	....
MANUFACTURING		
15.4	....	....
Food and Kindred Products—SIC 20		
1.0	....	....
Printing and Publishing—SIC 27		
12.1	....	....

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Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Annapolis (Baltimore)
Baltimore 1, 2, 3, 7, 13, 14, 16, 21, 22, 28, 30, 31, 33 to 37 incl., 39
Bethesda 2 (Wash., D.C.)
Bowie 3 (Baltimore)
Cumberland 2, 7 (Hagerstown)
Frederick 2 (Hagerstown)
Gaithersburg 2 (Wash., D.C.)
Hagerstown 3, 4, 7, 14
Rockville 2 (Wash., D.C.)
Washington, D.C. 2, 3, 5, 6, 8 to 40 incl.

Railroads

1. Baltimore & Annapolis
2. Chessie System
3. Conrail
4. Norfolk Western
5. Richmond, Fredericksburg & Potomac
6. Southern
7. Western Maryland

Airlines

9. Aeromech Arlns.
10. Air Florida
11. Air France
12. Air North
13. Air Virginia
14. Allegheny Commuter
15. Altair
16. American
17. Braniff
18. British Airways
19. Colgan Airways
20. Continental
21. Delta
22. Eastern
23. Empire
24. Mid-South Commuter
25. Midway Arlns.
26. New York Air
27. Northwest
28. Ozark
29. Pan Am
30. People Express Arlns.
31. Piedmont
32. Pilgrim Airlines
33. Republic
34. Texas Int'l.
35. TWA
36. United
37. U.S. Air
38. Western
39. World Arwys.
40. Air Vector Airways

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Annapolis	34	77	4548	1155
Baltimore	36	75	4101	1491
College Park	35	77	4440	1161
Washington	38	79	4211	1415

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Annapolis — 1eg
Baltimore — 1eg
Bethesda — 2e, 7g
Bowie — 1e, 7g
Cumberland — 3e, 4g
Frederick — 3a, 6g
Gaithersburg — 2e
Hagerstown — 3e, 5e, 4g
Rockville — 2e, 7g
Washington, D.C. — 2e, 7g

1. Baltimore Gas and Elec. Co.
   P.O. Box 1475, Baltimore 21203
2. Potomac Elec. Power Co.
   1900 Pennsylvania Ave., N.W.,
   Washington, D.C. 20068
3. Potomac Edison Co.
   Downsville Pike, Hagerstown 21740
4. Columbia Gas Co. of Maryland Inc.
   99 N. Front St., Columbus, Ohio
   43215
5. Hagerstown Mun. Elec. Light Plant
   600 S. Cannon Ave., Box 1498,
   Hagerstown 21740
6. Frederick Gas Co. Inc.
   924 East St., Frederick 21701
7. Washington Gas Light Co.
   1100 H St., N.W., Washington, D.C.
   20080

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Circle 121 on Brochure Service Card

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (exc. ball clay)	733	2,267
Lime	12	497
Peat	4	W
Sand & gravel	10,732	33,625
Stone:		
Crushed	18,945	77,431
Dimension	15	612
Combined value of cement, ball clay, and values indicated by the symbol W		71,703
Grand Total Maryland 1980		**186,135**

* = Thousand short tons
W = Withheld

Industrial Development Counselors

State Development Agency

McDonald, Jerry, Director
Office of Business & Industrial Dev.
Maryland Dept. of Ec. & Comm. Dev.
1748 Forest Drive
Annapolis 21401
301/269-3514; Telex: 87788

Cawthorne, Jack, Exec. Dir.
Nat'l. Assn. of State Dev. Agencies
5205 Leesburg Pike Suite 213,
Falls Church, VA 20041
703/820-0404

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MARYLAND

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Annapolis
Koenig, Jeffrey H., ED Admin.
Ofc. of ED, Anne Arundel Cty.
Rm. 416, Arundel Ctr. 21404
301/224-7268
McDonald, Jerry, Dir.
Bus. Ind. Dev. of MD
1748 Forest Dr., 21401
301/269-3514

Belcamp
McGee, Bob
Riverside Business Park
Bata Land Co., Inc.
P.O. Box 35, 21017
301/272-1446

Baltimore
Esbrandt, Fred P.
Dir. of Economic Dev.
Baltimore Gas & Elec. Co.
P.O. Box 1475 21203
301/298-1936
Hickman, Dick, Asst. V.P. & Gen. Mgr.
Real Estate & Ind. Dev.
Chessie System, Inc.
2 N. Charles St. 21201
301/237-2754 or
800/638-1944 Ext. 2754

Cumberland
Mappin, Richard C., Exec. Dir.
Allegany County Econ. Dev. Co.
115 S. Centre St., Box 119 21502
301/777-5968

Ellicott City
Nichols, J. Hugh, Chief Exec.
Collins, R. Franklyn, ED Coord.
Howard County Government
430 Court House Dr.
21043
301/992-2027

Hagerstown
Miller, Dennis C., Supvr., Comm. Svcs.
Potomac Edison Co.
Downsville Pike 21740
301/790-3400

Salisbury
Kiley, Robert L., C.I.D.
Exec. Dir., Salisbury Wicomico Ec. Dev.
P.O. Box 110 21801
301/749-1251

Waldorf
Argo, Wm. J., Jr., Pres.
Resource Consultants & Dev., Inc.
Charles Professional Cntr.
Suite 511, 20601
301/843-2377

Washington, D.C.
Boley, Robert F., Exec. V.P.
Society of Ind. Realtors
925 15th St., NW 20005
202/637-6881
Kavanagh, John C., Pres.
Economic Research Council
5213 Westbard Ave. 20016
301/229-5954
Potterf, Michael A., C.I.D.
Dir., Enterprise Dev.
Appalachian Regional Comm.
1666 Connecticut Ave., N.W. 20235
202/673-7845

Westminster
Story, Richard, Dir.
Carroll County Econ. Dev. Comm.
225 N. Center St., 21157
301/848-4500

Circle adjacent number on ACTION CARD for Maryland Free Literature
CIRCLE NO.

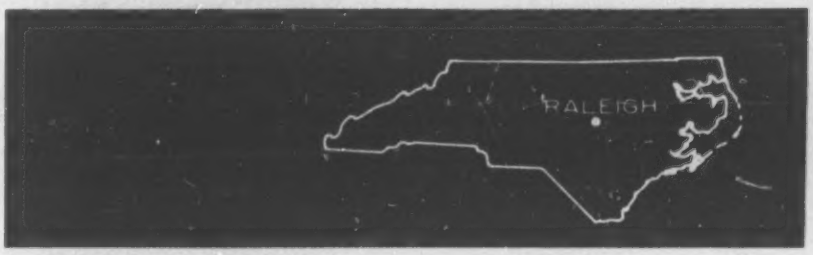
39 **STATE OF MARYLAND** — Information available includes economic and cultural data, financing, industrial properties, taxes, etc. Brochures are also available in French, German and Japanese.

Circle adjacent number on ACTION CARD for Maryland Free Literature
CIRCLE NO.

36 **CARROLL COUNTY**

37 **HOWARD COUNTY**

56 **CHESSIE SYSTEMS**



NORTH CAROLINA

State Information

Financial assistance to industry:
- Aid for job training
- Land and equipment for pollution abatement exempt from local property tax
- Industrial Revenue Financing

Tax rates:
- Corporate income tax 6%
- Personal income tax .....3 to 7%
- Pers. prop. tax wtd. avg. $74/$100 rural: $1.57/$100 urban (1979-80)
- Sales tax .....3% (1% local option)
- Inventory Tax: Excessive property taxes on mfgrs. inventories, raw materials & goods in process. May be credited against corp. income tax.
- Equipment and machinery tax 1% to $80 maximum/item
- Incorporation tax .....$.40/$1,000
- Franchise tax .....$1.50/$1,000
- Gasoline tax .....$.09/gal.

Advanced education facilities:
- Four-year colleges and universities 46
- Two-year or junior colleges 8
- Vocational and business schools 61

Medical facilities:
- Hospitals 158
- Clinics .....49+

Labor Analysis
- High School graduates 72,464
- Mfgr. workers in Unions 6.5%

Source: **North Carolina Dept. of Commerce**

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
NORTH CAROLINA	5,084.4	5,874.4
Asheville	57.8	53.3
Burlington	35.9	37.3
Chapel Hill	26.2	32.4
Charlotte	241.4	314.4
Durham	95.4	100.8
Fayetteville	53.5	59.5
Gastonia	47.3	47.3
Goldsboro	27.0	31.9
Greensboro	144.1	155.6
Greenville	29.1	35.7
High Point	63.2	64.1
Kingston	23.0	25.2
Raleigh	122.8	149.8
Rocky Mount	34.3	41.3
Wilmington	46.2	44.0
Wilson	29.3	34.4
Winston-Salem	133.7	131.9

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Asheville	161.1	177.8
Burlington	96.5	99.1
Charlotte — Gastonia	557.8	637.2
Fayetteville	212.0	247.2
Greensboro — Winston-Salem — High Point	724.1	827.4
Hickory	110.3	130.2
Jacksonville	103.1	112.8
Norfolk — Virginia Beach — Portsmouth, Va. — N.C.	732.6	806.7
Raleigh-Durham	419.3	530.7
Salisbury-Concord	164.7	185.1
Wilmington	107.2	139.2

State Employment Security Agency

For additional labor market information: Earle Bradley, Labor Resources Section, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh 27611

Environment Controls

Air & Water Pollution

Derr Leonhardt, N.C. Dept. of Commerce, 430 N. Salisbury Street, Raleigh 27611

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—October 1981*

Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH CAROLINA		
822.3	39.2	6.13
Asheville		
21.2	39.7	5.90
Charlotte — Gastonia		
93.6	40.1	6.14
Greensboro — Winston-Salem — High Point		
149.0	39.1	6.81
Raleigh — Durham		
44.0	39.1	7.00

*Preliminary figures

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Asheville		
83.9	4.6	5.5
Charlotte-Gastonia		
355.6	15.6	4.4
Greensboro—Winston-Salem—High Point		
428.4	21.8	5.1
Raleigh-Durham		
296.9	12.0	4.0

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Greensboro-Winston Salem-High Point 8/81
Office, professional & technical	
Clerks, payroll	5.30
Secretaries	7.63
Stenographers	6.68
Switchbd opr-recept'n	5.04
Drafters V	(a)9.73
Electronics technicians	11.10
Computer operators	7.00
Computer programmers (business)	9.14
Maintenance & powerplant (men)	
Carpenters	8.16
Electricians	10.52
Engineers, stationary	11.19
Machinists	11.45
Mechanics (machinery)	10.31
Tool & die makers	10.40
Custodial & material movement (men)	
Guards and watchmen	5.81
Janitors, porters & cleaners	5.43
Laborers, mat'l hdlg	7.55
Ship & receive clerks	5.90
Truckdrivers	7.21
Forklift operators	8.17

(a) = mfg. & non-mfg. combined

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
2,385.2	. . . .	. . . .
MANUFACTURING		
824.2	39.3	5.37
DURABLE GOODS		
304.2	39.3	5.53
Lumber and Wood Products—SIC 24		
35.9	39.5	4.67
Furniture and Fixtures—SIC 25		
81.9	37.2	4.89
Stone, Clay, and Glass Products—SIC 32		
18.2	40.2	5.98
Primary Metal Industries—SIC 33		
8.0	40.8	6.35
Fabricated Metal Products—SIC 34		
26.9	39.7	6.25
Machinery, Except Electrical—SIC 35		
49.2	41.6	5.99
Electric & Electronic Eqpmt.—SIC 36		
54.7	40.4	6.30
Transportation Equipment—SIC 37		
14.8	40.3	6.02
NONDURABLE GOODS		
520.0	39.3	5.29
Food and Kindred Products—SIC 20		
44.5	39.6	5.26
Tobacco Manufacturers—SIC 21		
26.1	38.5	8.15
Textile Mill Products—SIC 22		
248.8	39.6	4.95
Apparel and Other Textile Products—SIC 23		
87.9	36.8	4.10
Paper and Allied Products—SIC 26		
21.2	43.5	7.91
Printing and Publishing—SIC 27		
20.0	39.0	5.87
Chemicals and Allied Products—SIC 28		
38.5	39.7	6.74
Rubber and Plastics Products, NEC—SIC 30		
27.4	41.6	6.06

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following a name of a city designate agencies listed below. Nearest airport is shown in parentheses.

Asheville 1, 9
Burlington 1 (Greensboro)
Chapel Hill (Raleigh)
Charlotte 1, 2, 6, 7, 9 to 12
Durham 1, 2, 3, (Raleigh)
Fayetteville 1, 2, 9, 10
Gastonia 1, 2 (Charlotte)
Goldsboro 1, 2 (Kinston)
Greensboro 1, 4 to 7, 9, 12
Greenville 1, 2, 10
High Point 1 (Greensboro)
Kinston 1, 2, 9
Raleigh 1, 2, 5 to 10, 12, 13
Rocky Mount 2, 8
Wilmington 2, 9, 10
Wilson 1, 2 (Rocky Mount)
Winston-Salem 1, 3, 9

Railroads

1. Southern
2. Seaboard Coast Line

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☐ UNDER 15,000

Type
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☐ SMALL CITY
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☐ RURAL TOWN
Other
_____
_____

NAME _____
COMPANY _____
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CITY STATE ZIP

NORTH CAROLINA

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3. Norfolk & Western

Airlines

4. Aeromech Arlns.
5. Altair
6. Delta
7. Eastern
8. Mid-South Commuter
9. Piedmont
10. Sunbird Arlns.
11. Tennessee Airways
12. United
13. U.S. Air

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Asheville — 1e, 2g
Burlington — 3e, 4g
Chapel Hill — 2g, 3e
Charlotte — 3e, 4g
Durham — 3e, 2g
Fayetteville — 5e, 6g
Gastonia — 7e, 2g
Goldsboro — 1e, 6g
Greensboro — 3e, 4g
Greenville — 9e, 6g
High Point — 3e, 8e, 4g
Kinston — 12e, 6g
Raleigh — 1e, 2g
Rocky Mount — 6g, 10eg
Wilmington — 1e, 6g
Wilson — 6g, 11eg
Winston-Salem — 3e, 4g

1. Carolina Power and Light Co.
   411 Fayetteville St., Raleigh 27602
2. Public Service Co. of N.C.
   400 Cox Rd., Gastonia 28052
3. Duke Power Co.
   422 S. Church St., Charlotte 28242
4. Piedmont Nat. Gas Co.
   1915 Rexford Rd., P.O. Box 33068, Charlotte 28233
5. Fayetteville Pub. Works Comm.
   508 Person St., Box 1089, Fayetteville 28302
6. N.C. Natural Gas Corp.
   150 Rowan St., Fayetteville 28302
7. Gastonia Wtr. & Lt. Dept.
   P.O. Box 1748, Gastonia 28052
8. High Point Electric Dept.
   211 S. Hamilton, Box 230, High Point 27261
9. Greenville Utilities Comm.
   200 W. 5th St., Box 1847, Greenville 27834
10. Rocky Mount Pub. Utilities
    135 N.E. Main St., Rocky Mount 27801
11. Wilson Utilities Dept.
    P.O. Box 10, 112 N. Goldsboro St., Wilson 27893
12. Kinston Public Utilities
    207 E. King St., Box 339, Kinston 28501

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Asheville	38	74	4237	872
Chapel Hill	41	78	3454	1529
Charlotte	42	78	3218	1596
Durham	41	78	3439	1452
Fayetteville	43	80	3073	1765
Gastonia	43	79	3060	1714
Goldsboro	43	80	3035	1812
Greensboro	39	77	3825	1341
Greenville	42	79	3060	1697
High Point	41	77	3406	1414
Raleigh	42	79	3242	1621
Wilmington	48	80	2433	1964
Wilson	42	79	3098	1705

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (exc. kaolin)	2,852	7,308
Feldspar (short tons)	499,600	15,082
Gem stones	NA	40
Mica, scrap	78	3,680
Sand & gravel	9,309	28,735
Stone:		
Crushed	34,764	125,019
Dimension	55	4,536
Talc & pyrophillite	W	W
Combined values of cement, clay (kaolin), lithium compounds, olivine, phosphate rock, and values indicated by symbol W		196,009
Grand Total North Carolina 1980		**380,389**

* = Thousand short tons except as noted
W = Withheld

Industrial Development Counselors

State Development Agency

Brinkley, Robert G., Asst. Dir.
Industrial Dev. Division
N.C. Dept. of Commerce
430 N. Salisbury St.
Raleigh 27611
919/733-4151

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Burlington
Policastro, Thomas J., Dir.
Ec. Dev. Dept.
Alamance Cty. C. of C.
610 S. Lexington, 27215
919/228-1338

Burnsville
Blankenship, David, Exec. Dir.
Yancey Cnty. Econ. Dev. Commsn.
P.O. Box 246, 28714
704/682-7722

Charlotte
Burney, G. Jackson, Ec. Dev. Mgr.
Greater Charlotte C. of C.
Box 32785, 28233
704/377-6911

Durham
Camp, James V. Ec. Dev. Dir.
Greater Durham C. of C.
201 N. Roxboro St., 27701
919/682-2133

Fayetteville
Swope, John H., C.I.D., Exec. V.P.
Fayetteville Area C. of C.
Box 9, 28302
919/483-8133

Henderson
Chaffee, John D., Exec. Dir.
Henderson-Vance Cnty Planning Commission
215 Young St., 27536
919/492-2034

Raleigh
Alspaugh, J. Frank, C.I.D. Exec Director
Dept. of Comm.
430 N. Salisbury St.,
Box 258, Suite 2202
919/733-6003

Ford E. Julian, Ind. Dev. Dir.
Carolina Power & Light Co.
Box 1551, 27602
919/836-7685

Kelly, Stephen E., Ec. Dev. Dir.
Raleigh C. of C., Box 2978, 27602
919/833-3005

Tarboro
Broughton, Thomas B., Exec. V.P.
Edgecombe Cnty. Dev. Corp.
P.O. Box 10
919/823-0445

Circle adjacent number on ACTION CARD for North Carolina
Free Literature
CIRCLE NO.
40 **STATE OF NORTH CAROLINA** — Send for *Factors Favorable to Industry in NC.* Description of NC business climate, taxes, training, energy, recreation, etc.

SOUTH CAROLINA

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training

Tax rates:

Corporate income tax	6% of net
Personal income tax	2-7%
Sales tax	4%
Inventory tax	exempt
Incorp. tax	40 mills/M; minimum $40, maximum $1,000
Franchise tax	$1/$1000 valuation of proportion of paid-in surplus & capital.
Gasoline tax	13¢/gal.

Advanced education facilities:

Four-year colleges and universities	34
Two-year or junior colleges	13
Vocational and business schools	16

Medical Facilities:

Hospitals	247
Clinics	36

Labor Analysis:

High School graduates	37,527
Mfgr. workers in Unions	3.5%

Source: **South Carolina State Development Board**

Environment Controls

Air & Water Pollution

Dept.. of Health and Environmental Control, 2600 Bull St., Columbia 29201.
(803) 758-5631

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
SOUTH CAROLINA	2,590.7	3119.2
Anderson	27.6	27.3
Charleston	66.9	69.5
Columbia	113.5	99.3
Florence	26.0	30.1
Greenville	61.4	58.2
North Charleston	NA	65.6
Rock Hill	33.8	35.3
Spartanburg	44.5	44.0

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Anderson	105.5	133.2
Augusta, Ga. — S.C.	275.8	327.4
Charleston — North Charleston	336.0	430.3
Columbia	322.9	408.2
Florence	89.6	110.2
Greenville — Spartanburg	473.5	568.8
Rock Hill	85.2	106.7

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH CAROLINA		
386.6	40.2	6.38
Charleston — North Charleston		
21.3	38.6	7.10
Columbia		
27.0	39.5	6.12
Greenville — Spartanburg		
100.4	40.4	6.22

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Charleston—North Charleston		
163.6	12.2	7.5
Columbia		
177.6	10.3	5.8
Greenville—Spartanburg		
268.3	19.8	7.4

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Commission, 1550 Gadsen St., P.O. Box 995, Columbia 29202
803/758-2583

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Greenville-Spartanburg 6/81
Office, professional & technical	
Clerks, payroll	5.33
Secretaries	5.84
Stenographers	5.46
Switchbd opr-receptionists	4.84
Drafters V	8.66
Electronics tech'ns	8.91
Computer operators	6.14
Computer programmers (business)	9.09
Maintenance & powerplant (men)	
Carpenters	6.62
Electricians	7.49
Engineers, stationary	6.92
Machinists	7.22
Mechanics (machinery)	7.29
Tool & die makers	8.35
Custodial & material movement (men)	
Guards & watchmen	4.37
Janitors, porters & cleaners	4.39
Laborers, mat'l handling	4.62
Shipping & receiving clerks	NA
Truckdrivers	5.63
Forklift operator	5.30

Industrial Mix—1980

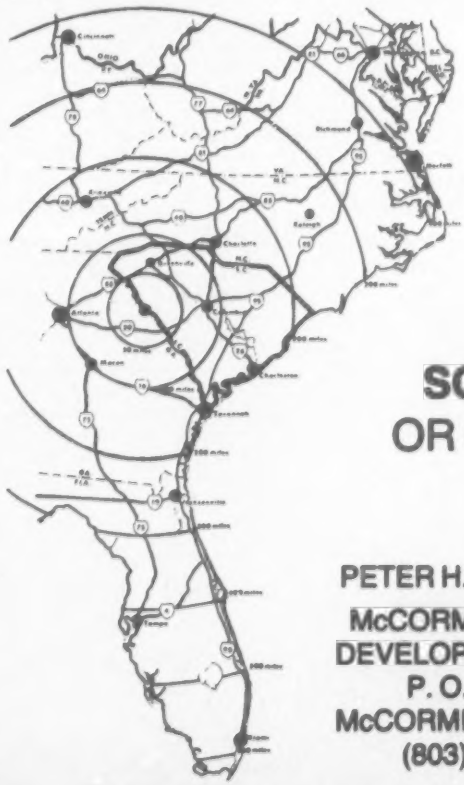
Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,187.4	. . . .	. . . .
MANUFACTURING		
392.3	40.3	5.59
DURABLE GOODS		
119.9	40.3	5.71

SOUTH CAROLINA

Lumber and Wood Products—SIC 24		
14.8	41.3	4.85
Furniture and Fixtures—SIC 25		
4.8	38.2	4.86
Stone, Clay, and Glass Products—SIC 32		
11.2	43.1	6.14
Primary Metal Industries—SIC 33		
7.4	. . . .	. . . .
Fabricated Metal Products—SIC 34		
14.1	41.0	5.55
Machinery, Except Electrical—SIC 35		
31.4	40.9	6.18
Electric & Electronic Eqpmt.—SIC 36		
21.6	38.7	5.24
Instruments and Related Products—SIC 38		
6.0	37.8	5.16
NONDURABLE GOODS		
272.4	40.3	5.53
Food and Kindred Products—SIC 20		
14.4	39.6	4.92
Textile Mill Products—SIC 22		
137.9	40.7	5.25
Apparel and Other Textile Products—SIC 23		
46.7	37.7	4.20
Paper and Allied Products—SIC 26		
13.8	40.2	8.52
Printing and Publishing—SIC 27		
7.3	37.5	6.29
Chemicals and Allied Products—SIC 28		
33.3	40.8	7.96

WE'VE GOT AN INDUSTRIAL
ITCH
BECAUSE OF OUR

- AVAILABLE SITES
- LABOR SURPLUS AREA
- TECHNICAL TRAINING
- TAX INCENTIVES
- RIGHT TO WORK LAW
- PRO-INDUSTRY ATTITUDES
- WOOD RESOURCES



GIVE US A SCRATCH OR CALL. . .

PETER H. ARNOTI, DIR.
McCORMICK COUNTY DEVELOPMENT OFFICE
P. O. BOX 927
McCORMICK, S.C. 29835
(803) 465-2433

Circle 43 on Brochure Service Card

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Anderson 1, 2 (Greenville)
Charleston 1, 2, 5 to 7
Columbia 1, 2, 5, 6, 9
Florence 1, 4, 9
Greenville 1, 2, 6, 8
North Charleston (Charleston)
Rock Hill 2 (Charlotte, N.C.)
Spartanburg 1, 2, 3 (Greenville)

Railroads

1. Seaboard Coast Line
2. Southern
3. Clinchfield

Airlines

4. Atlantic Southeast
5. Delta
6. Eastern
7. Piedmont
8. Pinehurst Arlns.
9. Sunbird Arlns.

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Anderson — 2e, 3g
Charleston — 1eg
Columbia — 1eg
Florence — 5e, 6g
Greenville — 2e, 3g
North Charleston — 1eg
Rock Hill — 4e
Spartanburg — 2e, 3g

1. So. Carolina Elec. and Gas Co.
   328 Main St., Box 764, Columbia 28218
2. Duke Power Co.
   422 S. Church St., Charlotte, N.C. 28242
3. Piedmont Natural Gas Co.
   1915 Rexford Rd., P.O. Box 33068, Charlotte, N.C. 28233
4. Rock Hill Elec. Dept.
   155 Johnson, Box 11706, Rock Hill 29730
5. Carolina Power and Light Co.
   411 Fayetteville St., Raleigh, N.C. 27602
6. Peoples Natural Gas Co. of S.C.
   P.O. Box 1140, Florence 29503

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,704	74,539
Clays (exc. fuller's earth)	2,211	25,169
Gem stones	NA	5
Manganiferous ore	20	W
Sand & gravel	5,556	22,855

VIRGIL SUMMER GIVES YOU HIS WORD.

"Hundreds of major, national companies have at least one plant facility in South Carolina.

"As a South Carolina native, that gives me a great deal of pride. And, as President of SCE&G, it also re-affirms a basic company philosophy:

"Economic growth should dictate energy requirements. Not vice versa.

"Currently, the future supply of energy in our service area is assured by construction of a new nuclear plant, a pumped-storage facility, and the LNG center in Charleston.

"I believe this is also a crucial consideration for a company who chooses to locate here:

"Our reserve capacity hasn't dropped below 20% since 1973. And we intend to maintain that level of reserve. For years and years to come.

"The major industries located here have found what South Carolina has to offer is incomparable. Including a labor force with the highest percentage of craftsmen and semi-skilled workers in the nation, abundant water, a duty-free Trade Zone, and a very cooperative power company."

SCE&G will send you a few more words by Virgil Summer, together with more information you need to know about South Carolina. It's all in a fascinating kit which describes our land and its resources, our people, and our culture.

Write us. Or call (803) 799-1234.

Mr. V.C. Summer
President
South Carolina Electric & Gas
Box 764, Dept. P4, Columbia, S.C. 29218

Dear Mr. Summer:
Please tell me more about South Carolina.

Name _____
Title _____
Company _____
Address _____
City _____
State _____ Zip _____
Telephone _____

SCE&G

Circle 44 on Brochure Service Card

SOUTH CAROLINA

Stone:		
Crushed	16,107	49,207
Dimension	12	703

Combined value of cement (masonry), clay (fuller's earth), mica (scrap), vermiculite and values indicated by symbol W 22,301

Grand Total South Carolina 1980 194,779

* = Thousand short tons
W = Withheld to avoid disclosing individual company confidential data

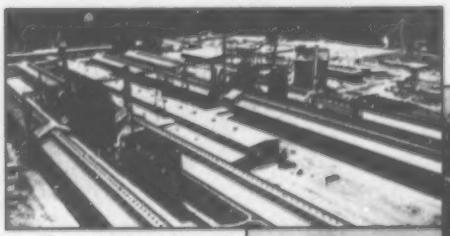
Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Anderson	44	79	2900	1698
Charleston	50	81	1904	2334
Columbia	45	81	2596	2087
Florence	45	80	2669	1861
Greenville	43	79	3095	1650
Spartanburg	43	79	3067	1681

CHARLESTON, South Carolina

A Prime Industrial Community.



A seaport, 12th in the nation in dollar value of cargo handled.

Plants include Amoco, Alumax, Dupont, Hoover Universal, General Dynamics, and Memorex.

Miles of clean, safe, public beaches within a short drive.

Workers trained by a state program at no cost to the company.

Year 'round deep-sea, pier, surf, and river fishing.

A population center of over 400,000. Charleston offers a pleasant climate, fine living conditions, and exceptional recreational opportunities. For detailed information, write:

CHARLESTON DEVELOPMENT BOARD
William W. Humphreys, Director
P.O. Drawer E. Charleston, S.C. 29402 803/723-2531
Circle 42 on Brochure Service Card

Industrial Development Counselors

State Development Agency

Leak, Robert E., Director
South Carolina State Dev. Bd.
P.O. Box 927
Columbia 29202
803/758-3145

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Charleston
Humphreys, William W., C.I.D., Dir.
Charleston Dev. Bd.,
Drawer E, 29402
803/723-2531

Columbia
Summer, Virgil C. Pres. &
McKay, D. B., Dir., ID
South Carolina Elec. & Gas
Box 764, Dept. P4, 29218
803/799-1234

Conway
Southern, E. F., Exec. Dir.
Horry Cty. Dev. & Tourism Comm.
Box 1235, 29526
803/248-6247

Greenville
Tisdel, Linwood E., Ec. Dev. Mgr.
Gtr. G-ville C. of C., Box 10048
24 Cleveland St. 29603
803/242-1050

McCormick
Arnoti, Peter H., Dir.
McCormick Cnty. Dev. Office
P.O. Box 927, 29835
803/465-2433

Orangeburg
Ford, Thomas J., C.I.D.,
Exec. Dir., County Dev. Comm.
P.O. Box 1303, 29115
803/536-3333

Spartanburg
Calvert, Ruth M.
Gen. Mgr.-Econ. Dev.
Area C. of C.
P.O. Box 1636, 29304
803/585-8722

Walterboro
Jameson, J. David, Dir.
Colleton Cty. Res. & Dev. Bd.
P.O. Box 426, 29488
803/549-9596

Circle adjacent number on ACTION CARD for South Carolina Free Literature

CIRCLE NO.

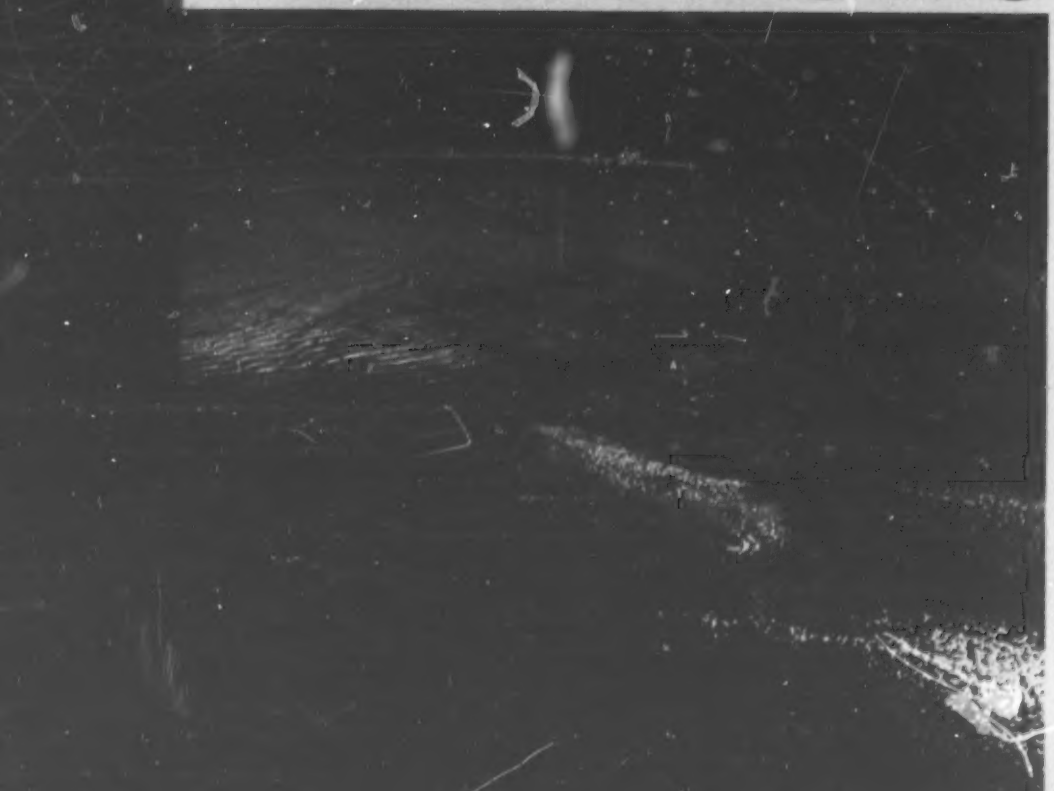
155 **STATE OF SOUTH CAROLINA** — *SC — 300 Years of Commitment To Profit And People.* Details on taxes, lifestyle, manpower, labor, etc.

42 **CHARLESTON DEV. BOARD**

43 **McCORMICK COUNTY CEV. OFFICE**

44 **SOUTH CAROLINA ELECTRIC & GAS CO.**

TAKING A PICTURE OF RICHMOND'S MARKET AREA WAS NO SNAP.



We did our best. But we still couldn't get it all in.

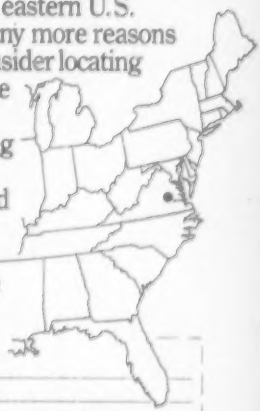
You'd have to stand a long way back to see all the markets within first morning's delivery of The Richmond Area. And even farther back to see the markets actually served worldwide on a regular basis—and at lower cost—by Richmond companies.

Picture yourself in our situation. Right at the top of the Sun Belt. On the edge of the Northeast industrial corridor. Two hours from Washington. And at the crossroads of two of the nation's most important interstate highways.

No wonder The Richmond Area is home to both CSX Corporation, America's largest railroad, and Overnite Transportation, the tenth largest trucking company. Add the three other major railroads and sixty other trucking companies serving Richmond and you've got a distribution point unparalleled in the eastern U.S.

There are many more reasons why you should consider locating your business in the Heart of Virginia. Like lower operating costs and our right to work law. So send in our coupon.

Then, we'll send you the whole picture.



NAME_____
TITLE_____
COMPANY_____
ADDRESS_____
CITY_____ STATE_____ ZIP_____

Executive Director, Metropolitan Economic Development Council, 201 E. Franklin Street, Richmond, VA 23219 (804) 643-3227

The Richmond Area

The Heart of Virginia includes the Counties of Chesterfield, Hanover, Henrico, and the City of Richmond.

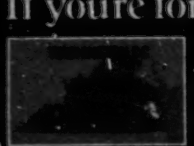
PL 482

Circle 48 on Brochure Service Card

We're for companies with a drive for excellence.

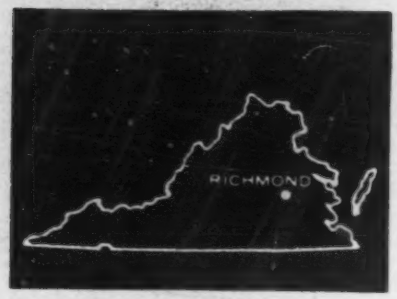
For their United States natural truck assembly operations, Mercedes-Benz chose the Virginia Peninsula. Consider, as they did, the quality and variety of our sites for business and industry. We offer strategic waterside land, with access to an international port. Nine full-service industrial parks. AAA sites up to several hundred acres in size. Even new, office space ready for immediate occupancy. The great American profit motive that seems stalled in other places is in high gear here. So if you're driven to excellence, you're destined for the Virginia Peninsula. For a closer look at all we have to offer, call or write Jim Hankla or Fred Agostino, Virginia Peninsula Economic Development Council, Dept. E, P.O. Box 6000, Newport News, Va. 23606. Telephone 800-446-4083.

If you're for profit, we're for you.



VIRGINIA PENINSULA

Newport News, Hampton, York County, James City County, Gloucester County, Williamsburg and Poquoson.



VIRGINIA

State Information

Financial assistance to industry:
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Access roads
- Pollution controls tax exempt at local option
- Sales tax exemptions
- Solar energy facilities tax exempt at local option
- Imports exempt from inventory tax as long as they retain their status as imports

Tax rates:
- Corporate income tax 6%
- Personal income tax 2%-5.75%
- Personal property tax .. varies locally
- Sales tax 4%
- Inventory tax ..... 30¢/$100
- Equip. and machinery tax ..... varies locally
- Franchise and incorporation tax .....varies
- Gasoline tax .....11/gal.

Advanced education facilities:
- Four-year colleges and universities 44
- Two-year or junior colleges 26
- Vocational and business schools .....(approximately) 150

Medical Facilities:
- Hospitals 135

Labor Analysis:
- High School graduates .....67,000 (public school)
- Mfgr. workers in Unions 12.7%

Source: **Virginia Division of Industrial Development**

Environment Controls

Air Pollution

W. R. Meyer, Exec. Dir., Air Pollution Control Bd., Rm. 1106 Ninth St. Off. Bldg., Richmond 23219. 804/786-2378

Water Pollution

R. V. Davis, Exec. Sec'y. State Water Control Bd., P.O. Box 11143, Richmond 23230. 804/257-6384

State Employment Security Agency

For additional labor market information: Virginia Employment Commission, P.O. Box 1358, Richmond 23211
804/786-3240

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
VIRGINIA	4,651.4	5,346.3
Alexandria	110.9	103.2
Blacksburg	9.4	30.6
Charlottesville	38.9	45.0
Chesapeake	89.6	114.2
Danville	46.4	45.6
Hampton	120.8	122.6
Lynchburg	54.1	66.7
Newport News	138.2	144.9
Norfolk	308.0	267.0
Petersburg	36.1	41.1
Portsmouth	111.0	104.6
Richmond	249.3	219.2
Roanoke	92.1	100.4
Suffolk	9.9	47.6
Virginia Beach	172.1	262.2

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Charlottesville	89.5	113.6
Danville	105.2	111.8
Johnson City — Kingsport — Bristol, Tenn. — Va.	373.6	433.6
Lynchburg	134.7	153.3
Newport News — Hampton	333.1	364.4
Norfolk — Virginia Beach — Portsmouth, Va. — N.C.	732.6	806.7
Petersburg — Colonial Heights — Hopewell	128.8	129.3
Richmond	547.5	632.0
Roanoke	203.2	224.5
Washington, D.C. — Md. — Va.	2,910.1	3,060.2

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
VIRGINIA		
406.7	39.5	7.00
Bristol		
9.5	37.2	6.11
Lynchburg		
29.3	39.9	6.83
Newport News — Hampton		
34.8	....	....
Norfolk — Virginia Beach — Portsmouth		
29.3	40.7	7.17
Northern Virginia		
18.1	39.6	7.63
Petersburg — Colonial Heights — Hopewell		
11.0	39.3	8.64
Richmond		
55.8	41.0	8.87
Roanoke		
20.5	40.0	6.69

**Preliminary figures

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Lynchburg		
76.5	3.8	4.9
Newport News—Hampton		
172.8	9.4	5.5
Norfolk—Virginia Beach—Portsmouth		
334.9	19.3	5.8
Petersburg—Colonial Heights—Hopewell		
59.4	4.0	6.7
Richmond		
334.8	13.1	3.9
Roanoke		
110.6	6.9	6.3

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
2,120.9	....	....
MANUFACTURING		
409.5	39.2	6.13
DURABLE GOODS		
186.6	39.4	6.19
Lumber and Wood Products—SIC 24		
23.2	37.2	4.63
Furniture and Fixtures—SIC 25		
25.9	37.4	4.28
Stone, Clay, and Glass Products—SIC 32		
12.8	40.0	5.70
Primary Metal Industries—SIC 33		
12.3	37.7	7.95
Fabricated Metal Products—SIC 35		
20.7	40.4	7.32
Machinery, Except Electrical—SIC 35		
15.2	40.1	6.46
Electric & Electronic Eqpmt.—SIC 36		
33.2	39.5	6.22
Transportation Equipment—SIC 37		
35.8	....	....
Instruments and Related Products—SIC 38		
4.0	39.3	5.32
Miscellaneous Manufacturing—SIC 39		
3.5	37.0	5.29
NONDURABLE GOODS		
222.9	39.0	6.09
Food and Kindred Products—SIC 20		
41.6	37.6	5.68
Tobacco Manufactures—SIC 21		
16.1	38.7	9.33
Textile Mills Products—SIC 22		
44.7	40.4	4.94
Apparel and Other Textile Products—SIC 23		
34.8	36.1	4.10
Paper and Allied Products—SIC 26		
14.6	42.2	7.57
Printing and Publishing—SIC 27		
21.8	38.1	7.35
Chemicals and Allied Products—SIC 28		
33.4	40.9	7.75
Leather and Leather Products—SIC 31		
3.6	37.0	3.64

9 out of 10 industrial site selectors will fail this test.

Which of these businesses gives Virginia Beach its real fiscal strength?

If you picked A, believing tourism our only business, you're wrong.

You're also in very good company. When we asked a similar question of site selectors from some of Fortune 500's biggest names, 90% of them thought the same.

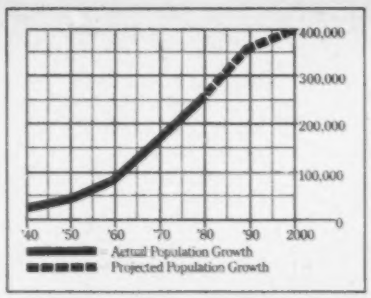
The right answer is ABCD. Because Virginia Beach's economy features a healthy mix of the four industrial sectors shown above plus three others. Which gives us an economic balance that lessens the severity of recession and keeps unemployment far below the norm.

We had a few other surprises for our panel as well. And we probably have some for you.

If you think Virginia Beach is just a beach, you're less than 3% correct.

Beaches account for less than 3% of the 310-square-mile land area of this city of 262,199, the fastest growing city on the East Coast.

Our zoned industrial space adds up to 3700 acres. Including the 1000-acre Oceana West Industrial Park, one of the largest, most desirable industrial complexes on the East Coast.



Virginia Beach workers don't leave town when the tourists do.

There are 100,000 workers with the right-to-work and the will to work who live here year-round. And with a projected population increase of 120,000 by 1990, that figure is certain to grow.

Our labor is drawn from the Norfolk-Virginia Beach-Portsmouth SMSA workforce of 330,000. Average age: 30. Education: high school or better. Wage: in the bottom 10th of the top 100 SMSA's.

Once your company moves in, it's easy to get your products out.

The Virginia Beach metro area is served by 35 major carriers and has access to major interstate highway systems, an international airport, 4 railroads and the Ports of Hampton Roads.

And you'll have 20 of the top 50 U.S. markets within 600 miles.

Our taxes have taken a strange turn. Down.

Our real estate tax rate is 42% lower than it was a decade ago. Our machinery and tools and personal property tax rates are also favorable when compared with equivalent sites. And manufacturers get a sales and use tax exemption on new equipment, raw materials, fuel, energy and manufacturing supplies.

Tests are a lot easier when you go by the book.

There's more surprising information in our complete data package. Write to us on your letterhead. We'll send you everything you need to pass your next site selection test with flying colors.

For a copy of the Virginia Beach Industrial Development data package, call A. James DeBellis, Director, Department of Economic Development (804-427-4541) or Harold L. Gallup, Coordinator, Industrial Development Division (804-486-0880). Or write them at: City of Virginia Beach, Six Municipal Center, Room 205, Virginia Beach, Virginia 23456.

Virginia Beach. It's more than a beach.

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Alexandria 3, 5 (Wash., D.C.)
Blacksburg (Roanoke)
Charlottesville 1, 5, 13
Chesapeake 1, 2, 4, 5 (Norfolk)
Danville 5, 10
Hampton 1 (Newport News)
Lynchburg 1, 2, 5, 13
Newport News 1, 7
Norfolk 1, 2, 4, 5, 9, 11 to 14
Petersburg 2, 4 (Richmond)
Portsmouth 1, 2, 4, 5 (Norfolk)
Richmond 1, 3, 4, 5, 7 to 10, 13, 15
Roanoke 2
Suffolk 2, 4 (Norfolk)
Virginia Beach 5 (Norfolk)

Railroads

1. Chessie System
2. Norfolk & Western
3. Richmond, Fredericksburg & Potomac
4. Seaboard Coast Line
5. Southern

Airlines

7. Allegheny Commuter
8. Altair Arlns.
9. Eastern
10. Mid-South Commuter
11. Pan Am
12. People Express Arlns.
13. Piedmont
14. Sunbird Arlns.

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Alexandria — 1e, 2g
Blacksburg — 5e, 13g
Charlottesville — 1e, 3g
Chesapeake — 1eg, 7g, 8g
Danville — 4eg
Hampton — 1eg
Lynchburg — 5e, 6g, 11g
Newport News — 1eg
Norfolk — 1eg
Petersburg — 1e, 7g
Portsmouth — 1e, 7g, 8g
Richmond — 1e, 9g
Roanoke — 5e, 10g
Suffolk — 1e, 7g, 8g, 12g
Virginia Beach — 1eg

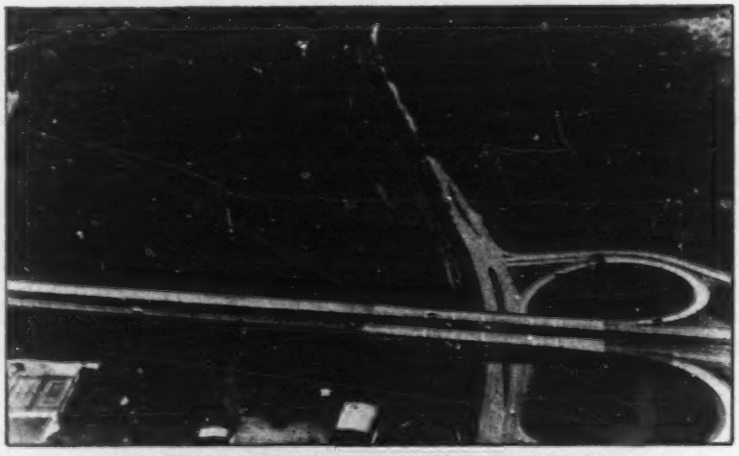
1. Virginia Elec. and Power Co. 1 James River Pl., P.O. Box 26666, Richmond 23261
2. Washington Gas Light Co. 1100 H St., N.W., Washington, D.C. 20080
3. Charlottesville Gas Div., 305 4th St., N.W., Box 911, Charlottesville 22902
4. Danville Water, Gas and Elec. Dept. Municipal Bldg., Patton St., Danville 24541

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Norfolk-Virginia Beach-Portsmouth Va.-N.C. 5/81	Richmond 6/81	Washington, D.C.-Md-Va 3/81
Office, professional & technical			
Clerks, payroll	*5.48	7.57	*7.17
Secretaries	6.37	7.42	7.59
Stenographers	*6.19	5.87	*5.73
Switchbd opr-recept's	4.87	5.52	5.29
Drafters V	*9.59(d)	7.29(d)	*9.79
Electronics technicians	NA	NA	7.49
Computer operator	6.78	7.48	7.28
Computer programmer (business)	8.19(a)	9.57	10.03
Maintenance & powerplant (men)			
Carpenters	NA	11.50	*8.14
Electricians	10.20	11.72	*12.38
Engineers, stationary	NA	10.42	*11.60
Machinists	8.08	11.59	NA
Mechanics (machinery)	7.17	12.30	NA
Custodial & material movement (men)			
Guards & watchmen	4.86	8.34	5.40
Janitors, porters & cleaners	5.55	8.00	5.72
Laborers, mat'l hdlg	4.86	6.94	*6.83
Ship & receive clerks	*7.03	7.20(a)	6.45
Truckdrivers	6.09	6.94	8.29
Forklift operators	6.62	7.91	7.53

Computed from available statistics
(a) Mfg. & non-mfg. combined



COVINGTON, VIRGINIA
COVINGTON INDUSTRIAL PARK
60 ACRE TRACT—CAN BE SUBDIVIDED

- At Interstate I-64
- Good Access to Eastern Seaboard
- Access to C&O RailRoad
- Favorable Local Tax Structure
- Available Labor Force
- Municipal Water
- Sanitary Sewer
- Surface Water
- Natural Gas
- Electricity
- Boundary & Topographic Surveys Available

Contact: COVINGTON CITY MANAGER
City Hall, 158 N. Court Avenue, Covington, Virginia 24426
703-962-4964

Circle 45 on Brochure Service Card

5. Appalachian Power Co.
   40 Franklin Rd., S.W., Roanoke 24011
6. Lynchburg Gas Co.
   600 Main St., Lynchurg 24504
7. Commonwealth Gas Services Inc.
   200 S. 3rd St., Richmond 23219
8. Portsmouth Gas Co.
   800 Loudoun Ave., Portsmouth 23707
9. Richmond Dept. of Pub. Utilities
   900 E. Broad St., Richmond 23219
10. Roanoke Gas Co.
    519 Kimball Ave., N.E., Roanoke 24016
11. Virginia Pipe Line Co.
    600 Main St., Lynchburg 24504
12. Suffolk Gas Corp.
    130 Commerce St., Suffolk 23434
13. Tennessee-Virginia Energy Corp.
    P.O. Box 60, Johnson City, TN 37601

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Charlottesville	36	77	4162	1263
Danville	39	78	3702	1448
Lynchburg	37	76	4233	1100
Norfolk	40	78	3488	1441
Richmond	38	78	3939	1353
Roanoke	36	75	4307	1039

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	762	3,172
Gem stones	NA	15
Lead (recov. cont. of ores, etc.) (metric tons)	1,563	1,463
Lime	824	33,872
Sand & gravel (exc. industrial)	8,264	29,508
Stone:		
Crushed	44,615	167,839
Dimension	27	2,287
Zinc (recov. cont. of ores, etc.) (metric tons)	12,038	9,934
Combined value of aplite, cement, gypsum, kyanite, iron oxide pigments (crude), silver, sand & gravel (industrial), vermiculite, and talc (soap stone)		57,216
Grand Total Virginia 1980		**305,306**

* = Thousand short tons except as noted
NA = Not available

Industrial Development Counselors

State Development Agency

Director
Virginia Div. of Ind. Dev.
1000 Washington Building
Richmond 23219
804/786-3791

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Chesterfield
Woodall, Geo. S., Jr., C.I.D., Dir.
Chesterfield Cty. ED Dept.
Box 40, 23832
804/743-0538

Covington
Nester, Geroge W., City Mgr.
Office of the City Mgr.
158 N. Court Ave., 24426
703/962-4984

Danville
Pendleton, Charles L., Exec. VP
Danville Area C. of C.
635 Main St.
P.O. Box 1538, 24541
804/793-5422

Manassas
Dodd, David R., C.I.D., Dir.
Ec. Dev., Prince William Cty.
9256 Mosby Street, 22110
703/369-9386

Newport News
Agostino, Frederick T., Mrktg. Dir.
VA Peninsula Econ. Dev. Coun.
Box 6000, 23606
800/446-4083
Schlim, Albert W., Gen. Mgr.
Oyster Point Dev. Corp.
610 Thimble Shoals Blvd.
Suite 101-B, 23606
804/874-9225

Norfolk
Schmidt, Robert H., Pres.
The Greater Hampton Roads Organiz.
1101 Maritime Tower, 23510
804/627-2315

Parksley
Schubart, S. Kenneth, Exec. Dir.
Accomack County Ind. Dev. Auth.
Godwin Bldg. 23421
804/665-5164

Prince George
Bolander, Jack C., Exec. Dir.
Ind. Dev. Auth., Box 202
Prince George Cnty., 23875
804/458-6330

Richmond
Alspaugh, Frank J., Dir.
VA Div. of Ind. Dev.
1010 State Office Bldg. 23219
804/786-3791
Nicklas, Charles H., CID
Ind. Dev. Rep.
VA Div. of Ind. Dev.
1010 State Office Bldg., 23219
804/786-3791
Picone, James O., Exec. Dir.
Metro. Ec. Dev. Council
201 E. Franklin 23219
804/643-3227
Rigsby, William C., Ind. Dev. Dir.
VA State C. of C.
611 E. Franklin St. 23219
804/643-7491

Roanoke
Savely, Joe E., Asst. V.P., Ind. RE
Norfolk & Western Rwy. Co.
8 N. Jefferson St. 24042
703/981-4622

Suffolk
Waller, Thomas N. C.I.D., Exec. Dir.
City Ind. Dev. Authority
Box 1612, 23434
804/934-2303

Vienna
Edwards, David A., Exec. Dir.
Fairfax Cty. Ec. Dev. Auth.
8330 Old Courthouse Rd.
Suite 800, Tysons Corner 22180
703/790-0600

Virginia Beach
DeBellis, A. James, Econ. Dev. Dir.
City of Virginia Beach
6 Municipal Center, Rm. 205, 23456
804/427-4541

159 **STATE OF VIRGINIA** — *Virginia Facts & Figures*, facts on Virginia's favorable business climate, specifically labor, transportation, utilities, recreational & cultural opportunities, PLUS *Manufacturing in Virginia* details the profit picture for manufacturing industries in VA.

45 **CITY OF COVINGTON**

46 **METRO RICHMOND ECON. DEV. CNCL.**

47 **VIRGINIA BEACH IND. DEV.**

48 **VIRGINIA PENINSULA**

WEST VIRGINIA

State Information

Financial assistance to industry:
- Tax Incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Economic Development Authority — low interest industrial loans & financial assistance

Tax rates:

Corporate income tax	6%
Personal income tax	2.1-9.6%
Personal property tax	varies locally
Sales tax	5%
Inventory tax	varies locally
Equipment and machinery tax	(None)
Franchise Registration fee	$15
Incorporation tax	graduated
Gasoline tax	$.10/gal.

Advanced education facilities: Board of Regents

Four-year colleges and universities 18
Two-year or junior colleges 7
Vocational and business schools 30
County Vocational Centers
7 Multi County Vocational Centers
32 High Schools with Vocational Units (at least five or more)
21 Specialized Facilities (handicapped & disadvantaged)

Medical Facilities:
Hospitals .....70 General Hospitals
.....4 Specialty Hospitals
Clinics .....17 Rural Health Clinics

Labor Analysis:

High School Graduate 24,300

Source: **West Virginia Governor's Office of Economic and Community Development**

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
WEST VIRGINIA	1,744.2	1,949.6
Charleston	71.5	64.0
Huntington	74.3	63.7
Morgantown	29.4	27.6
Parkersburg	44.2	40.0
Wheeling	48.2	43.1

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Charleston	257.1	269.6
Cumberland, Md. — W.V.	107.2	107.8
Huntington — Ashland, W. Va. — Ky. — Ohio	286.9	311.4
Parkersburg — Marietta, W. Va. — Ohio	148.1	162.8
Steubenville — Weirton, Ohio — W. Va.	166.4	163.1
Wheeling, W. Va. — Ohio	182.0	185.6

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
WEST VIRGINIA		
113.0	39.3	8.83
Charleston		
16.8	42.9	10.06
Huntington — Ashland		
25.9	38.7	10.27
Parkersburg — Marietta		
16.4	39.8	8.94
Wheeling		
12.0	38.9	9.92

Preliminary figures

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Charleston		
126.3	8.6	6.8
Huntington—Ashland		
126.6	11.4	9.0
Parkersburg—Marietta		
71.5	6.7	9.4
Wheeling		
82.4	8.3	10.1

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, California & Washington Sts., Charleston 25305 304/348-2630

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
645.9	. . . .	. . . .
MANUFACTURING		
117.3	39.1	7.96
DURABLE GOODS		
69.1	39.1	8.50
Stone, Clay, and Glass Products—SIC 32		
14.8	39.2	7.29
Primary Metal Industries—SIC 33		
22.7	38.5	11.48
Fabricated Metal Products—SIC 34		
8.2	39.0	7.77
Machinery, Except Electrical—SIC 35		
7.4	38.3	7.53
Electric & Electronic Eqpmt.—SIC 36		
4.3	43.8	7.84
Transportation Equipment—SIC 37		
3.4	39.1	9.57
NONDURABLE GOODS		
48.3	39.2	7.03
Food & Kindred Products—SIC 20		
6.0	41.1	5.68
Apparel and Other Textile Products—SIC 23		
4.7	34.1	4.36
Printing and Publishing—SIC 27		
4.5	36.2	6.51
Chemicals and Allied Products—SIC 28		
24.2	42.0	9.20
Rubber and Plastics Products, NEC—SIC 30		
2.9	37.8	4.54

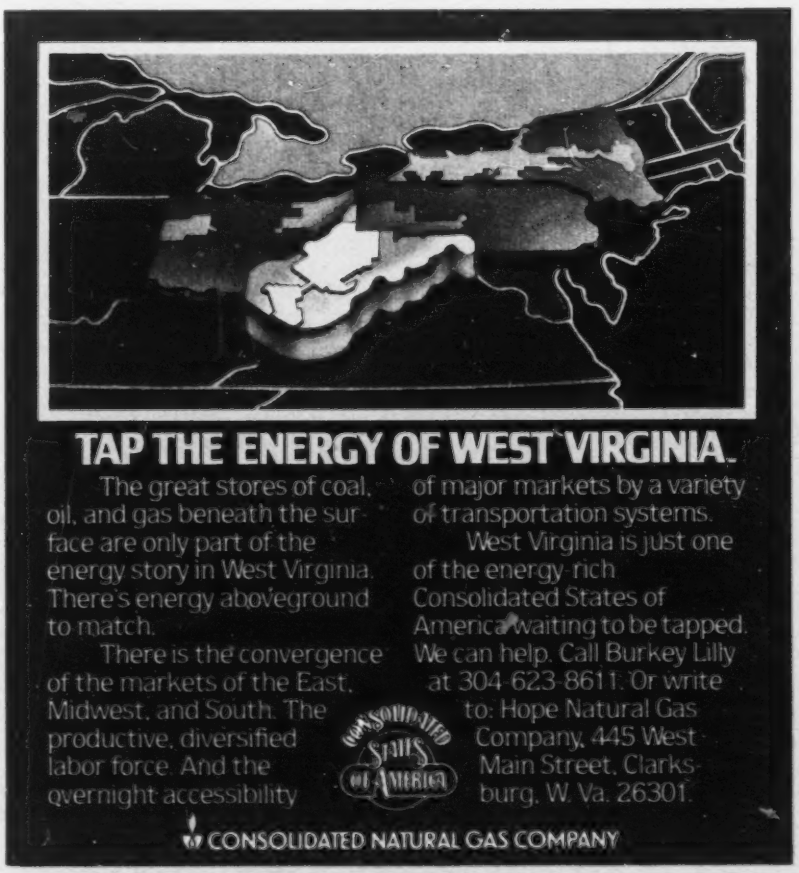
Environment Controls

Air Pollution

Air Pollution Control Comm., 1558 Washington St. E., Charleston 25305 304/348-2275

Water Pollution

Dept. of Natural Resources, Water Resources Div., 1201 Greenbrier St., Charleston 25311. 304/348-2107


TAP THE ENERGY OF WEST VIRGINIA.
The great stores of coal, oil, and gas beneath the surface are only part of the energy story in West Virginia. There's energy aboveground to match.
There is the convergence of the markets of the East, Midwest, and South. The productive, diversified labor force. And the overnight accessibility of major markets by a variety of transportation systems.
West Virginia is just one of the energy-rich Consolidated States of America waiting to be tapped. We can help. Call Burkey Lilly at 304-623-8611. Or write to: Hope Natural Gas Company, 445 West Main Street, Clarksburg, W. Va. 26301.
CONSOLIDATED STATES OF AMERICA
CONSOLIDATED NATURAL GAS COMPANY
Circle 49 on Brochure Service Card

1981 Profile

Mining

SIC Codes: 10 and 14

Industry data	
Value of industry shipments (mil $)	26,023
Value added (mil $) (1977)	8,507
Total employment (000) (1977)	204
Total number of establishments (1977)	7,123
Number of establishments with less than 20 employees (1977)	5,330
Product data	
Value of exports (mil $)	3,361
Value of imports (mil $)	4,815
Exports as a % of shipments	22.0
Imports as a % of new supply [1]	16.4
Imports as a % of apparent consumption [2]	15.3

[1] New supply is the sum of shipments plus imports.
[2] Apparent consumption is the sum of product shipments plus imports plus secondary production less exports.
Source: Bureau of Mines, Bureau of the Census, and Bureau of Industrial Economics. Estimates by Bureau of Mines.

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Charleston 1, 2, 4, 7, 8
Huntington 1, 4, 6 to 8
Morgantown 1, 4
Parkersburg 1, 4, 5
Wheeling 1, 2, 3 (Pittsburgh, Pa.)

Railroads

1. Chessie System
2. Conrail
3. Norfolk & Western

Airlines

4. Aeromech Arlns.
5. Allegheny Commuter
6. Comair
7. Piedmont
8. U.S. Air

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Charleston — 1e, 2g
Huntington — 1e, 2g, 5g
Morgantown — 3e, 4g
Parkersburg — 3e, 4g
Wheeling — 6e, 2g

1. Appalachian Power Co.
   40 Franklin Road, Roanoke, Va. 24011
2. Columbia Gas of West Virginia
   99 N. Front St., Columbus, Ohio 43215
3. Monongahela Power Co.
   1310 Fairmont Ave., Fairmont 26554
4. Consolidated Gas Supply Corp.
   445 W. Main St., Clarksburg 26301
5. Inland Gas Co.
   340 17th St., Ashland, Ky. 41101
6. Wheeling Elec. Co.
   51-16th St., Wheeling 26003

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (exc. fire clay)	291	642
Salt	W	W
Sand & gravel (exc. industrial)	2,728	11,454
Stone (crushed)	9,766	36,305
Combined value of cement, clay (fire clay), lime, sand & gravel (industrial), and values indicated by the symbol W		57,885
Grand Total West Virginia 1980		106,286

* = Thousand short tons except as noted
W = Withheld

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Charleston	34	75	4590	1055
Fairmont	31	73	5208	841
Huntington	34	75	4624	1098
Morgantown	31	73	5235	833
Parkersburg	33	75	4817	1045
Wheeling	30	74	5402	851

Industrial Development Counselors

State Development Agency

Skaff, Douglas J., Director
Economic Development
Governor's Off. of Econ. & Comm. Dev.
Building 6, Room B-517
1900 Washington St. E.
Charleston 25305
304/348-2234

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Charleston
Fulknier, Clayton W., II, Res. Dir.
Reg. C. of C. & Dev.
818 Virginia St., East 25301
304/345-0770

Clarksburg
Lilly, Burkey
Hope Natural Gas Co.
445 W. Main St. 26301
304/623-8611

Fairmount
Repanick, Norman, Dir.
Ind. & Commercial Dev.
Deveny Bldg. Rm. 309, 26554
304/363-0442

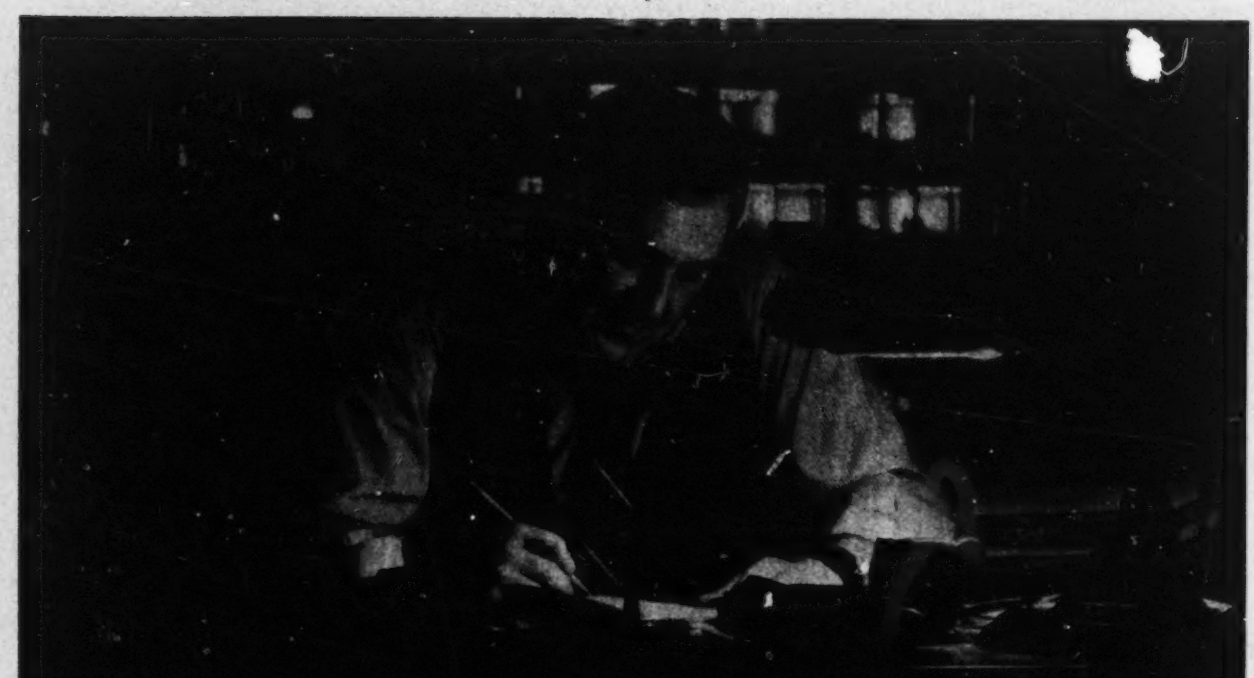
Parkersburg
Blankmann, Elmer W., Ex. Dir.
Wood City Dev. Authority
720 Juliana St., 26101
304/422-5650

Princeton
Jacobs, Michael B., Ex. Dir.
Region I Plng. & Dev. Council
P.O. Box 1442, 24740
304/425-9508

Circle adjacent number on ACTION CARD for West Virginia Free Literature
CIRCLE NO.

161 **STATE OF WEST VIRGINIA** — *1981 West Virginia Economic Profile*, 75 page brochure details the excellent business climate of W.VA & provides invaluable demographic info.

49 **CONSOLIDATED NATURAL GAS AREA DEV. (W.VA)**



Even employees who have been with you for years can still learn something new.

From the mailroom to the boardroom. Anyone who's nearing retirement can still learn something that will make their life easier. It's the story about Direct Deposit.

It's a fast, dependable way to get your Social Security or other Government payments. Because the moment you sign up, your payment is deposited directly into their personal checking or savings account. So they can go straight to the people they know, in the most convenient way.

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Direct Deposit
Dept. of Treasury, OPRS B-1
Annex 1, Room 226
Washington, D.C. [illegible]

Name

Title

Name of Organization

Address

City State Zip

Area Code Phone #

DIRECT DEPOSIT

Ad Council

United States Treasury

EAST NORTH CENTRAL • ILLINOIS

ILLINOIS

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Site location assistance

Tax rates:

- Corporate income tax 6.4%
- Personal income tax 2½%
- Pers. prop. tax ..... None
- Sales tax ..... 4% state; 1-3% local
- Inventory tax ..... none
- Equipment and machinery tax 31.25% of purchase price is exempt; balance taxable at rate which applied in locality which has jurisdiction
- Franchise tax ..... 1/20 of 1%
- Gasoline tax ..... 7.5/gal.

Advanced education facilities:

- Four-year colleges and universities 91
- Two-year or junior colleges 56
- Vocational and business schools ... 8

Medical Facilities:

- Hospitals 286
- Clinics ..... NA

Labor Analysis:

- High School graduates 142,000
- Mfgr. workers in Unions 31.5%

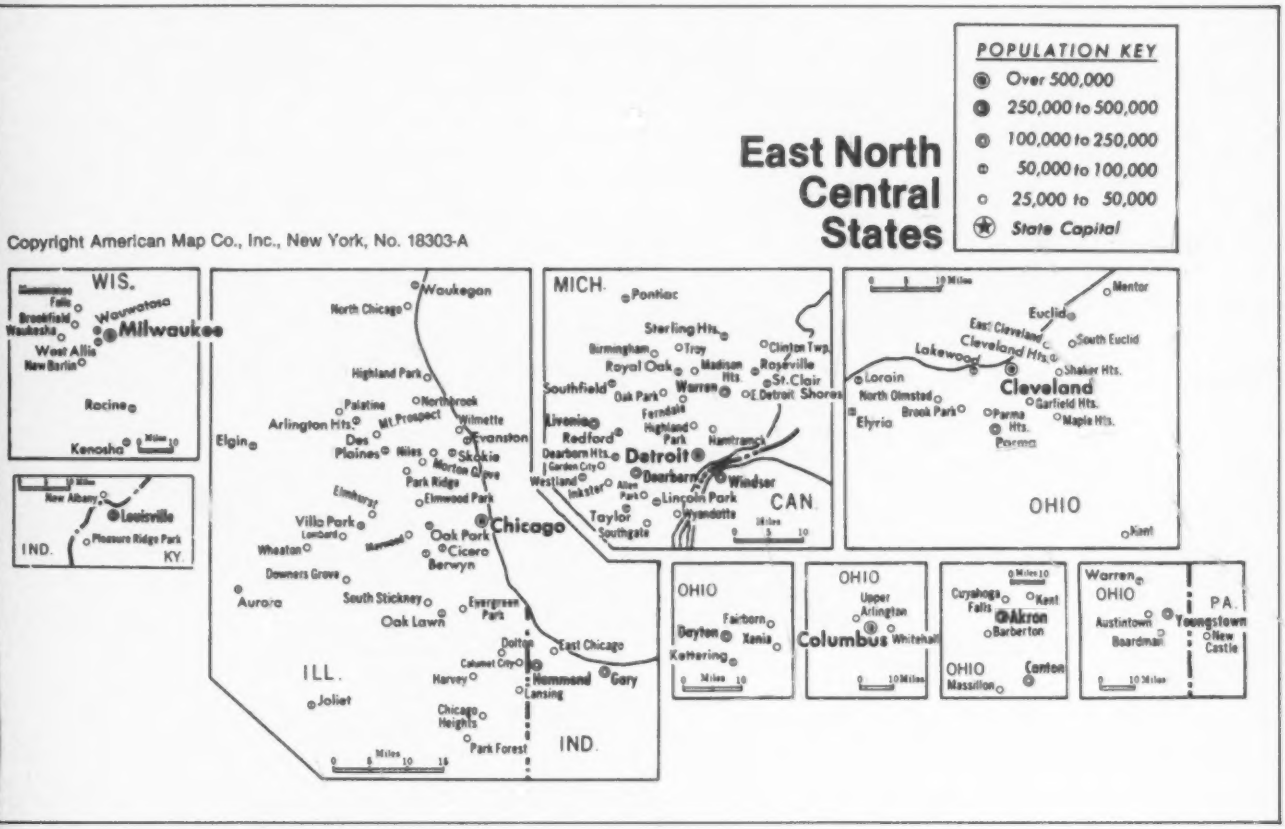
Source: **Illinois Department of Commerce & Community Affairs**

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
ILLINOIS	11,110.3	11,418.5
Addison	24.5	28.8
Alton	39.7	34.2
Arlington Heights	65.1	66.1
Aurora	74.4	81.3
Belleville	41.2	42.2
Berwyn	52.5	46.8
Bloomington	40.0	44.2
Bolingbrook	7.7	37.3
Burbank	NA	28.5
Calumet City	33.1	39.7
Carbondale	22.8	27.2
Champaign	56.8	58.1
Chicago	3,369.4	3,005.1
Chicago Heights	40.9	37.0
Cicero	67.1	61.2
Danville	42.6	39.0
Decatur	90.4	94.1
De Kalb	32.9	33.1
Des Plaines	57.2	53.6
Downers Grove	32.5	39.3
East St. Louis	70.2	55.2
Elgin	55.7	63.8
Elk Grove Village	20.3	28.9
Elmhurst	46.4	44.3
Evanston	80.1	73.7
Freeport	27.7	26.4
Galesburg	36.3	35.3
Glenview	24.9	30.8
Granite City	40.7	36.8
Hanover Park	11.7	28.9
Harvey	34.6	35.8
Highland Park	32.3	30.6
Hoffman Estates	22.2	38.3
Joliet	78.8	78.0
Kankakee	30.9	30.1
Lansing	25.8	29.0
Lombard	34.0	37.3
Maywood	29.0	28.0
Moline	46.2	45.7
Mount Prospect	35.0	52.6
Naperville	22.8	42.3
Niles	31.4	30.4
Normal	26.4	35.7
Northbrook	25.4	30.7
North Chicago	47.3	38.8
Oak Forest	19.3	26.1
Oak Lawn	60.3	60.6
Oak Park	62.5	54.9
Palatine	26.1	32.2
Park Forest	30.6	26.2
Park Ridge	42.6	38.7
Pekin	31.4	34.0
Peoria	127.0	124.2
Quincy	45.3	42.4
Rock Island	50.2	47.0
Rockford	147.4	139.7
Schaumburg	18.5	52.3
Skokie	68.3	60.3
Springfield	91.8	99.6
Tinley Park	12.6	26.2
Urbana	34.0	36.0
Waukegan	65.1	67.7
Wheaton	31.1	43.0
Wilmette	32.1	28.2

NA = Not Available



State Employment Security Agency

For additional labor market information: Bureau of Employment Security, Illinois Dept. of Labor, 910 S. Michigan Ave., Chicago 60605
312/793-5700

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Bloomington — Normal	104.4	119.1
Champaign — Urbana — Rantoul	163.3	168.4
Chicago	6,974.8	7,102.3
Davenport — Rock Island — Moline, Iowa — Ill.	362.6	384.0
Decatur	125.0	131.4
Kankakee	97.3	102.9
Peoria	342.0	365.9
Rockford	272.1	279.5
St. Louis, Mo. — Ill.	2,410.9	2,355.3
Springfield	171.0	187.8

Environment Controls

Air Pollution

Environmental Protection Agency, 2200 Churchill Rd., Springfield 62701
217/782-3397

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
ILLINOIS		
1,171.4	40.0	9.15
Bloomington — Normal		
7.2	38.6	8.44
Champaign — Urbana — Rantoul		
7.9	38.9	8.18
Chicago — Gary		
888.2	....	....
Chicago SMSA		
799.7	39.5	8.44
Davenport — Rock Island — Moline		
46.5	39.1	11.40
Decatur		
19.2	40.0	11.08
Kankakee		
8.6	36.9	7.91
Peoria		
48.4	39.3	12.27
Rockford		
49.8	40.8	9.20
Springfield		
6.3	40.5	10.09

***Preliminary figures**

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Bloomington—Normal		
62.4	3.2	5.1
Champaign—Urbana-Rantoul		
89.0	4.8	5.4
Chicago		
3,484.4	275.0	7.9
Davenport—Rock Island—Moline		
190.6	18.5	9.7
Decatur		
61.9	6.9	11.2
Kankakee		
42.4	5.7	13.5

ILLINOIS

Peoria		
174.5	12.8	7.3
Rockford		
136.4	12.2	8.9
Springfield		
99.3	6.0	6.0

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
4,892.0	. . . .	. . . .
MANUFACTURING		
1,229.9	39.8	8.04
DURABLE GOODS		
812.6	40.0	8.26
Lumber and Wood Products—SIC 24		
11.2	39.9	5.88
Furniture and Fixtures—SIC 25		
24.0	37.5	6.43
Stone, Clay, and Glass Products—SIC 32		
32.7	40.9	8.09
Primary Metal Industries—SIC 33		
92.4	40.4	9.88
Fabricated Metal Products—SIC 34		
136.9	40.3	7.95
Machinery, Except Electrical—SIC 35		
226.1	40.3	9.18
Electric & Electronic Eqpmt.—SIC 36		
160.5	39.5	6.99
Transportation Equipment—SIC 37		
56.3	41.0	9.06
Instruments and Related Products—SIC 38		
38.9	37.2	6.78
NONDURABLE GOODS		
409.7	39.5	7.58
Food and Kindred Products—SIC 20		
113.2	40.8	7.89
Textile Mill Products—SIC 22		
2.9	40.1	5.24
Apparel and Other Textile Products—SIC 23		
23.4	35.9	4.59
Paper and Allied Products—SIC 26		
37.1	40.8	6.65
Printing and Publishing—SIC 27		
105.1	37.2	8.36
Chemicals and Allied Products—SIC 28		
64.4	41.3	7.98
Petroleum and Coal Products—SIC 29		
14.0	39.7	10.85
Rubber and Plastics Products, NEC—SIC 30		
42.0	40.1	6.67
Leather and Leather Products—SIC 31		
7.0	38.5	5.14

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (C) = Chicago.

Addison 10 (C)
Alton 1, 3, 10 (St. Louis, Mo.)
Arlington Heights 7 (C)
Aurora 1, 7 (C)
Belleville 8, 10, 11 (St. Louis, Mo.)
Berwyn 1, 10 (C)
Bloomington 6, 10, 12, 33
Bolingbrook (C)
Burbank (C)
Calumet City 10 (C)
Carbondale 10, 25
Champaign 3, 6, 10, 12, 25, 33, 48
Chicago 1, 6, 7, 10 to 14, 16, 17, 19 to 58 incl.
Chicago Heights 6, 9, 11, 14, 16, 17 (C)
Cicero 1, 14 (C)
Danville 6, 11, 12, 16, 17, 33
Decatur 3, 10, 12, 14, 33, 48
DeKalb 7 (Rockford)
Des Plaines 7, 19 (C)
Downer's Grove 1 (C)
East St. Louis 1 to 8 incl., 10, 11, 12, 14, 16, (St. Louis, Mo.)
Elgin 7, 17 (C)
Elk Grove Village 7, 17 (C)
Elmhurst 7, 10 (C)
Evanston 7 (C)
Freeport 10 (Rockford)
Galesburg 1, 13, 33
Glenview 7, 17 (C)
Granite City 1 to 4, 6, 7, 10 to 12, 14, 16 (St. Louis, Mo.)
Hanover Park 17 (C)
Harvey 10, 14, 20 (C)
Highland Park 7 (C)
Hoffman Estates 8 (C)
Joliet 7, 9, 10, 13, 14 (C)
Kankakee 6, 10 (C)
Lansing 6 (C)
Lombard 7, 10 (C)
Maywood 7 (C)
Moline 1, 17, 33, 46, 48, 56
Mount Prospect (C)
Naperville 1 (C)
Niles 17 (C)
Normal 10, 12 (Bloomington)
Northbrook 17 (C)
North Chicago 7, 9 (C)
Oak Forest 7 (C)
Oak Lawn 12, 14 (C)
Oak Park 7, 14 (C)
Palatine 7 (C)
Park Forest 9 (C)
Park Ridge 7 (C)
Pekin 6, 10, 13 (Peoria)
Peoria 1, 3, 6, 7, 10, 12, 15, 18 33, 35, 48, 55
Quincy 1, 12, 25, 33, 48, 59
Rock Island 1, 17 (Moline)
Rockford 1, 7, 10, 17, 48
Schaumburg 17 (C)
Skokie 7, 17 (C)
Springfield 3, 10, 12, 14, 25, 33, 48
Tinley Park 7, 18 (C)
Urbana 3, 6, 10, 12 (Champaign)
Waukegan 7, 9 (C)
Wheaton 7 (C)
Wilmette 7 (C)

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Davenport, Rock Island, Moline Ia/Ill 2/81	Chicago 5/81	St. Louis, Mo-Ill 3/81
Office, professional & technical			
Clerks, payroll	8.74	8.68	6.34
Secretaries	10.05	7.63	7.38
Stenographers	*9.12	7.91	6.69
Switchbd opr-recep't	6.43	5.59	5.03
Drafters V	10.30	11.55	11.33
Electronics technicians	9.28	8.95	10.58
Computer operators	10.79	7.74	7.43
Computer programmers (business)	12.03	9.83	9.49
Maintenance & powerplant (men)			
Carpenters	11.63(c)	10.33	10.28(c)
Electricians	12.20(c)	11.10	11.04(c)
Engineers, stationary	12.17(c)	11.05	10.62
Machinists	10.72	10.99	10.81
Mechanics (machinery)	11.78(c)	10.54	9.49
Tool & die makers	12.69(c)	11.46	12.08
Custodial & material movement (men)			
Guards and watchmen	10.18(c)	7.52	*8.67
Janitors, porters & cleaners	8.96(c)	6.82	*7.31
Laborers, mat'l hdlg	9.28(c)	7.29	7.53
Ship & receive clerks	5.86(a)	7.14	6.96
Truckdrivers	9.07	11.34	8.78
Forklift operators	9.93(c)	8.23	8.69

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(c) Men & women
(d) Drafter, no class distinction

Railroads

1. Burlington Northern
2. Cotton Belt Route
3. Illinois Terminal
4. Terminal RR of St. Louis
5. Katy
6. Conrail
7. Chicago & North Western
8. Southern
9. Elgin, Joliet & Eastern
10. Illinois Central Gulf
11. Louisville & Nashville
12. Norfolk & Western
13. Santa Fe Railway
14. Chessie System
15. Toledo, Peoria & Western
16. Missouri Pacific Lines

"HOG BUTCHER FOR THE WORLD, TOOLMAKER, STACKER OF WHEAT, PLAYER WITH RAILROADS AND THE NATION'S FREIGHT HANDLER: STORMY, HUSKY, BRAWLING, CITY OF THE BIG SHOULDERS."

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How it's flourished. Filled out. To where it's not just a city anymore, but a region. The heart and lifeblood of a nation, northern Illinois.

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Economic Development
Commonwealth Edison Company
P.O. Box 767
Chicago, Illinois 60690

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Company_____

Address_____

City_____ State_____ Zip_____

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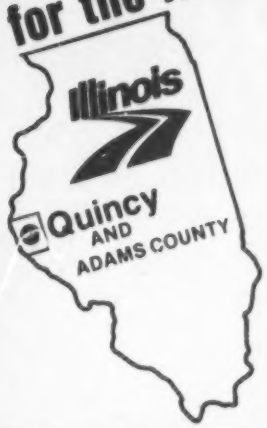

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- has an available work force of 7,000 skilled & semi-skilled persons
- has employee turnover rates ½ the national average
- has substantial excess capacity for most utilities
- has all 4 modes of transportation at your doorstep
- is within overnight trucking for ⅓ of the nation's population, retail expenditures and manufacturing employment
- is within 2 hours of the 16 most needed industrial services
- has a total business tax burden less than most areas
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Executive Vice-President

gredfo
Great River Economic Development Foundation
314 MAINE STREET
QUINCY, ILLINOIS 62301
(217) 223-4313

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17. Milwaukee Road
18. Rock Island Lines
19. Soo Line
20. Grand Trunk Western
21. Canadian National

Airlines

22. Air Canada
23. Air Florida
24. Air France
25. Air Illinois
26. Air Jamaica
27. Air Wisconsin
28. Alea
29. Aletalia
30. American
31. Braniff
32. British Airways
33. Britt Airways
34. Capitol Int'l.
35. Continental
36. Delta
37. Eastern
38. Icelandair
39. Jet American Arlns.
40. KLM
41. Lufthansa
42. Metro Int'l. Airways
43. Mexicana
44. Midstate Arlns.
45. Midway Arlns.
46. Mississippi Valley
47. Northwest
48. Ozark
49. PanAmerican
50. Piedmont
51. Republic
52. Sabena
53. SAS
54. Swissair
55. TWA
56. United
57. U.S. Air
58. Yugoslav
59. Green Hills Aviation

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Addison — 2e, 3g
Alton — 1eg
Arlington Heights — 2e, 3g
Aurora — 2e, 3g
Belleville — 4eg
Berwyn — 2e, 3g
Bloomington — 4e, 3g
Bolingbrook — 2e, 3g
Burbank — 2e, 3g
Calumet City — 2e, 3g
Carbondale — 9eg
Champaign — 4eg
Chicago — 2e, 5g
Chicago Heights — 2e, 3g
Cicero — 2e, 3g
Danville — 4eg
Decatur — 4eg
DeKalb — 2e, 3g
Des Plaines — 2e, 3g
Downers Grove — 2e, 3g
East St. Louis — 1e, 4g
Elgin — 2e, 3g
Elk Grove Village — 2e, 3g
Elmhurst — 2e, 3g
Evanston — 2e, 3g
Freeport — 2e, 3g
Galesburg — 4eg
Glenview — 2e, 3g
Granite City — 4eg
Hanover Park — 2e, 3g
Harvey — 2e, 3g
Highland Park — 2e, 11g
Hoffman Estates — 2e, 3g
Joliet — 2e, 3g
Kankakee — 2e, 3g
Lansing — 2e, 3g
Lombard — 2e, 3g
Maywood — 2e, 3g
Moline — 7eg
Mt. Prospect — 2e, 3g
Naperville — 13e, 3g
Niles — 2e, 3g
Normal — 4e, 3g
Northbrook — 2e, 3g, 11g
North Chicago — 2e, 11g
Oak Forest — 2e, 3g
Oak Lawn — 2e, 3g
Oak Park — 2e, 3g
Palatine — 2e, 3g
Park Forest — 2e, 3g
Park Ridge — 2e, 3g
Pekin — 8eg
Peoria — 8eg
Quincy — 9eg
Rock Island — 7eg
Rockford — 2e, 3g
Schaumburg — 2e, 3g
Skokie — 2e, 3g
Springfield — 8g, 10e
Tinley Park — 2e, 3g
Urbana — 4eg
Waukegan — 2e, 11g
Wheaton — 2e, 3g
Wilmette — 2e, 3g

1. Union Elec. Co.
   P.O. Box 478, 122 E. Broadway, Alton 62002
2. Commonwealth Edison Co.
   One 1st Nat'l. Pl., Box 767, Chicago 60690
3. Northern Illinois Gas Co.
   P.O. Box 190, Aurora 60507
4. Illinois Power Co.
   500 S. 27th St., Decatur 62525
5. Peoples Gas Light and Coke Co.
   122 S. Michigan Ave., Chicago 60603
7. Iowa-Illinois Gas and Elec. Co.
   209 E. 2nd St., Davenport, Ia. 52808
8. Central Illinois Light Co.
   300 Liberty St., Peoria 61602
9. Central Illinois Public Service Co.
   607 E. Adams St., Springfield 62701
10. Springfield W. L. & P. Dept.
    201 Municipal Bldg., Springfield 62757
11. North Shore Gas Co.
    122 S. Michigan Ave., Chicago 60603
12. Rantoul Lt. & Pwr. Dept.
    200 W. Grove St., Box 38, Rantoul 61866
13. Naperville Electrical Dept.
    175 W. Jackson Ave., Naperville 60566

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Aurora	22	73	6551	735
Bloomington	26	76	5648	1113

Chicago	24	75	6127	925
Danville	28	75	5538	997
Decatur	28	76	5344	1197
DeKalb	21	73	6715	750
Freeport	20	72	6881	658
Joliet	24	74	6180	933
Kankakee	25	74	5980	885
Moline	22	74	6395	893
Peoria	24	75	6098	968
Quincy	27	78	5267	1380
Rockford	20	73	6845	714
Springfield	27	74	5558	1116
Urbana	27	75	5631	1022
Waukegan	22	72	6656	636

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement: Portland	1,649	75,315
Clays (exc. fuller's earth)	459	1,919
Gem stones	NA	15
Peat	79	1,505
Sand & gravel	31,725	122,332
Stone:		
Crushed	53,309	180,656
Dimension	2	103
Combined value of cement (masonry), barite, clays (fuller's earth), fluorspar, lead, lime, tripoli, silver, zinc		61,436
Grand Total Illinois 1980		**443,281**

* = Thousand short tons

Industrial Development Counselors

State Development Agency

Castle, John, Director
Illinois Dept. of Commerce & Community Affairs
222 S. College St.
Springfield 62706
217/782-7500

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Aurora
Becker, Charles O.
Northern Ill. Gas Co., Gen. Off.
East-West Tollway, Rt. 59, Box 190
60507, 312/355-8000 Ext. 366

Champaign
Foote, Deane C., Dir.
Economic Development
Champaign C. of C.
109 W. University Ave.
P.O. Box 37, 61820
217/359-6257

Chicago
Bishop, Wallace B., Jr., C.I.D.
Dir., Great Lakes Region
Office of Econ. Adjustment — DOD
230 So. Dearborn St., Rm. 3264
312/353-3052

Fulton, Maurice, Chmn. of the Bd.
The Fantus Co.
Prudential Plaza 60601
312/346-1940

Gardner, Charles G., Pres.
State St. Council, Inc.
36 S. State St. 60603
312/782-9160

Johnson, Lawrence C., ID Dir.
Atchison, Topeka & Sante Fe RR
80 E. Jackson Blvd., Rm. 1450, 60604
312/347-2438

Marlin, Edwin
Il. Dept. of Commerce & Community Affairs
310 S. Michigan Ave., Suite 1000, 60604
800/637-8000 toll free

Mickey, Robert W., Asst. V.P.
RE & Ind. Dev.
Chicago & Northwestern Transportation Co., North Western Center 60606
312/454-6080

Lovell, Robert, G., C.I.D., 2nd V.P.
Continental Ill. Nat'l Bank
231 S. LaSalle St. 60693
312/828-8891

Scott, Paul W., C.I.D., Asst. VP
The Milwaukee RR
Rm. 771 Union Station 60606,
312/648-3303

Stephens, J. J., Coord.
Economic Development
Common Wealth Edision
P.O. Box 767, 60690

Decatur
Eggers, Richard L., Area Dev. Spvsr.
Ind. Mktg. Dept.
Illinois Power Co.
500 S. 27th St. 62525
217/424-6801

Joliet
Arado, Joseph E., C.I.D., Dir. ID & RE
Elgin, Joliet & Eastern Rwy. Co.
1141 Maple Rd., Box 880, 60434
815/740-6640 or 6642

Quincy
Acting Exec. VP
Great River Econ. Dev. Fndtn.
314 Maine, 62301
217/223-4313

Savanna
Bush, R. C., Ind. & ED Coordinator
Carroll Cty Dev. Corp., Box 156, 61074
815/273-2605

Springfield
Rakers, Ray
Area Dev. Coordinator
Central Illinois Public Service Co.
607 E. Adams St. 62701
217/523-3660 Ext. 242

King, Robert E., C.I.D., Dir. ID
Greater Springfield C. of C.
3 W. Old State Capitol Plaza
Suite 1, 62701, 217/525-1173

Whittaker, Dean F., C.I.D.
Asst. Managing Dir. of ID
Dept. of Bus. & Ec. Dev.
222 S. College St. 62706
217/782-7500

Circle adjacent number on ACTION CARD for Illinois Free Literature

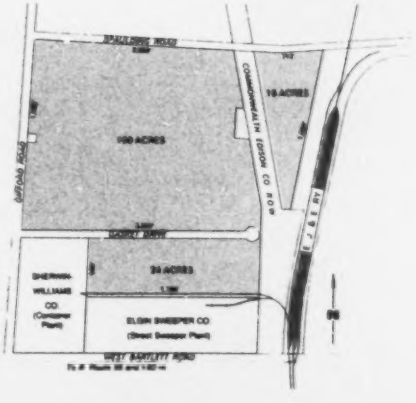
CIRCLE NO.

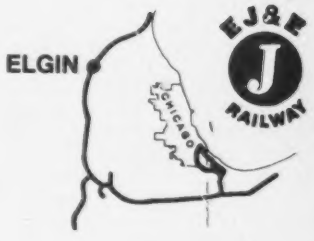
138 **STATE OF ILLINOIS** — Data defining the composition of Illinois's existing industrial base, available sites & buildings and business climate. Plus a staff of professional industrial field representatives to help you.

SPAULDING CENTER

ELGIN, ILLINOIS

RAIL SITES





OTHER SITES ALSO AVAILABLE

All Utilities, Rail, Industrial Zoning

Send for Brochure

Contact:
Industrial Development Department
Elgin, Joliet and Eastern Railway
P.O. Box 880, Joliet, Illinois 60434
Telephone: 815/740-6642

Direct Connections With All Railroads Entering Chicago

Circle 51 on Brochure Service Card

Circle adjacent number on ACTION CARD for Illinois Free Literature
CIRCLE NO.

50 COMMONWEALTH EDISON — *The Prime Movers Guide to Northern Illinois* lists contacts who can help you with your site search and selection.

51 ELGIN, JOLIET & EASTERN RAILWAY CO.

52 GREAT RIVER ECON. DEV. FNDTN.

INDIANA

State Information

Financial assistance to industry:
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Tax abatement
- Loan guarantee program
- Grants & loans for site development
- Venture capital corporation

Tax rates:
- Corporate income tax: .....approx 3%
- Personal income tax 1.9%
  ½-1% local option county tax
- Personal property tax ..Varies locally
- Sales tax 4%
- Inventory tax ..... none
  (if certain conditions are met)
- Equipment and machinery tax .....(*)
- Incorporation fee
  $30 minimum, $6 certification fee

Advanced education facilities:
- Four-year colleges and universities 60
- Two-year or junior colleges 6
- Vocational and business schools 101

Source: **Indiana Department of Commerce**

***State Corporate Income Tax** Normal Rate: Corporate adjusted gross income tax, either 3% or Corporate Gross Income Tax: 35% to 1.4% and Corporate Supplemental Net Income Tax: 3%.

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
INDIANA	5,195.4	5,490.2
Anderson	70.8	64.7
Bloomington	43.3	51.6
Columbus	26.5	30.3
East Chicago	47.0	39.8
Elkhart	43.2	41.3
Evansville	138.8	130.5
Fort Wayne	178.3	172.2
Gary	175.4	152.0
Hammond	108.0	93.7
Highland	24.9	25.9
Indianapolis	736.9	700.8
Kokomo	44.0	47.8
Lafayette	45.0	43.0
Lawrence	16.4	25.6
Marion	39.6	35.9
Merrillville	NA	27.7
Michigan City	39.4	36.9
Mishawaka	36.1	40.2
Muncie	69.1	77.2
New Albany	38.4	37.1
Portage	19.1	27.4
Richmond	44.0	41.3
South Bend	125.6	109.7
Terre Haute	70.3	61.1

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Anderson	138.5	139.3
Bloomington	85.2	98.4
Cincinnati, Ohio — Ky. — Ind.	1,387.2	1,401.4
Elkhart	126.5	137.3
Evansville, Ind. — Ky.	285.0	309.4
Fort Wayne	362.0	383.0
Gary — Hammond — East Chicago	633.4	642.8
Indianapolis	1,111.4	1,166.9
Kokomo	99.8	103.7
Lafayette — West Lafayette	109.4	121.7
Louisville, Ky. — Ind.	867.3	906.2
Muncie	129.2	128.6
South Bend	279.8	280.8
Terre Haute	175.1	176.6

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
INDIANA		
656.3	39.7	9.48
Anderson		
19.8	....	....
Elkhart		
34.7	....	....
Evansville		
34.9	....	....
Fort Wayne		
53.3	....	....
Gary — Hammond —East Chicago		
88.5	NA	NA
Indianapolis		
122.4	NA	NA
Lafayette — West Lafayette		
11.2	....	....
Muncie		
12.2	....	....
South Bend		
30.7	....	....
Terre Haute		
14.8	....	....

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Anderson		
56.8	7.4	13.0
Elkhart		
67.3	6.2	9.2
Evansville		
149.8	14.0	9.3
Fort Wayne		
194.4	19.0	9.8
Gary—Hammond—East Chicago		
297.8	36.8	12.4
Indianapolis		
615.3	50.7	8.2
Lafayette—West Lafayette		
65.3	4.7	7.2
Muncie		
59.1	7.4	12.6
South Bend		
136.3	11.3	8.3
Terre Haute		
80.4	7.7	9.6

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Division, 10 N Senate Ave., Indianapolis 46204
314/232-7722

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
2,137.1	....	....
MANUFACTURING		
658.0	39.8	8.49
DURABLE GOODS		
497.7	39.7	8.82
Lumber and Wood Products—SIC 24		
18.8	37.6	6.01
Furniture and Fixtures—SIC 25		
19.3	39.1	5.70
Stone, Clay, and Glass Products—SIC 32		
21.6	41.2	7.77
Primary Metal Industries—SIC 33		
101.6	39.7	11.03
Fabricated Metal Products—SIC 34		
54.7	39.6	7.67
Machinery, Except Electrical—SIC 35		
74.8	40.5	8.64
Electric & Electronic Eqpmt.—SIC 36		
102.0	39.2	8.43

Transportation Equipment—SIC 37
83.4 39.7 9.87
Instruments and Related Products—SIC 38
12.2 39.8 6.57
Miscellaneous Manufacturing Industries—SIC 39
9.1 41.0 6.11
NONDURABLE GOODS
160.3 40.2 7.32
Food and Kindred Products—SIC 20
37.8 40.1 7.35
Paper and Allied Products—SIC 26
13.7 42.7 7.29
Printing and Publishing—SIC 27
30.6 37.9 7.42
Chemicals and Allied Products—SIC 28
29.0 43.5 8.72
Petroleum and Coal Products—SIC 29
4.4 42.2 10.53
Rubber and Plastics Products, NEC—SIC 30
31.1 39.9 6.88

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Anderson 1 (Muncie)
Bloomington 5, 6, 12
Columbus 1 (Bloomington)
East Chicago 2, 3, 8 (Chicago, Ill.)
Elkhart 1, 10
Evansville 1, 5, 6, 9, 12, 13, 15, 16, 23
Fort Wayne 1, 8, 10, 15, 22
Gary 1 to 3, 8 (Chicago, Ill.)
Hammond 1 to 3, 6, 8 (Chicago, Ill.)
Indianapolis 1, 2, 5, 6, 8, 11 to 19, 21, 23
Kokomo 1, 8 (Indianapolis)
Lafayette 1, 6, 8, 10
Marion 1, 2, 8 (Fort Wayne)
Michigan City 1, 2, 8 (South Bend)
Mishawaka 1, 4 (South Bend)
Muncie 1, 2, 8, 12
New Albany 1, 6, 9, (Louisville, Ky.)
Richmond 1, 2 (Dayton, O.)
South Bend 1, 4, 8, 10, 12, 20, 22
Terre Haute 1, 6, 7, 12

Railroads

1. Conrail
2. Chessie System
3. Elgin, Joliet & Eastern
4. Grand Trunk Western
5. Illinois Central Gulf
6. Louisville & Nashville
7. Milwaukee Road
8. Norfolk & Western
9. Southern

Airlines

10. Air Wisconsin
11. American
12. Britt Airways
13. Comair
14. Continental
15. Delta
16. Eastern
17. Mississippi Valley
18. Ozark
19. People Express Arlns.
20. Republic
21. TWA
22. United
23. U.S. Air

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

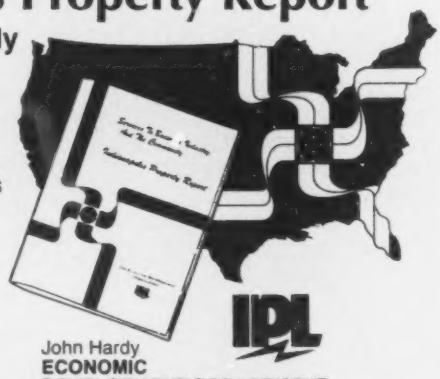
	Gary-Hammond-E. Chicago, Ind. 11/80	Indianapolis 10/80	South Bend 8/81	Louisville, Ky-Ind 11/80
Office, professional & technical				
Clerks, payroll	8.14	6.80	6.34	5.63
Secretaries	9.06	8.09	7.20	7.08
Stenographers	8.93	6.93	6.96(a)	6.91(a)
Switchbd opr-recep'ts	5.00	5.16	5.43	4.70
Drafters V	12.23	11.46	10.25	10.41
Electronic tech'n	12.11	8.78	10.59(a)	10.32
Computer operators	9.63	7.93	7.48	8.58
Computer programmers (business)	12.30	9.76	9.34	9.08
Maintenance & powerplant (men)				
Carpenters	11.26	11.19	10.66	10.64
Electricians	11.39	11.19	10.90	10.98
Engineers, stationary	11.18	10.66	NA	10.82
Machinists	11.67	9.70	NA	11.45
Mechanics (machinery)	11.91(c)	10.62	10.10	10.73
Tool & die makers	NA	11.01	11.72	10.30
Custodial & material movement (men)				
Guards and watchmen	9.43	9.35	8.87	8.09
Janitors, porters & cleaners	8.43(c)	7.15	8.14	7.34
Laborers, material handling	8.67	8.25(f)	7.51	8.23
Ship & receive clerks	NA	6.06(a)	5.49(a)	7.65
Truckdrivers	10.37	8.56	8.80	8.27
Forklift operators	10.04	8.26	8.60	8.22

(a) = Mfg. & non-mfg. combined
(c) = Men & women

Indianapolis Property Report

Published Quarterly

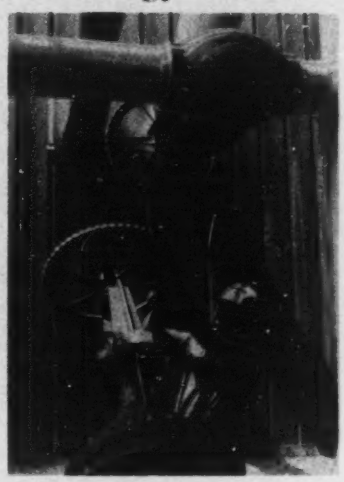
This current and comprehensive listing of Industrial, Commercial, Warehousing, Buildings and sites in Indianapolis is yours at no charge, updated and mailed quarterly. Write for this service or for detailed information about your specific site requirements.



John Hardy
ECONOMIC DEVELOPMENT DEPARTMENT
Indianapolis Power & Light Company
25 Monument Circle, P.O. Box 1595B
Indianapolis, Indiana 46206
Phone: AC 317/261-8395

Circle 124 on Brochure Service Card

If It's Energy You Need, It's Energy We Have!



Recent action by the Public Service Commission of Indiana now allows us to provide unlimited natural gas service to new and existing customers. And two new electric generating units under construction at our Schahfer Station in Jasper County will add substantially to our internal power supply capability.

Northern Indiana—the diverse territory we serve—is centrally located within 800 miles of 41 of the top 50 U.S. markets. We have immediate, up-dated local information on any of the more than 350 cities, towns and rural communities we serve.

For more information contact Ed Bowles, Director of Area Development, NIPSCO, 5265 Hohman Ave., Hammond, Indiana 46320; phone 219/853-5237. Put your new plant in the energy sufficient "Workshop of America."

NIPSCO

energy to enjoy exciting todays and build better tomorrows

Northern Indiana Public Service Company

PLANN

Circle 54 on Brochure Service Card

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Anderson — 1e, 4g
Bloomington — 3e, 4g
Columbus — 3e, 4g
East Chicago — 5eg
Elkhart — 6e, 5g
Evansville — 7eg
Fort Wayne — 6e, 14e, 5g
Gary — 5eg
Hammond — 5eg
Highland — 5eg
Indianapolis — 8e, 9g
Kokomo — 3e, 10g
Lafayette — 3e, 4g
Lawrence — 8e
Marion — 6e, 4g
Merrillville — 5eg
Michigan City — 5eg
Mishawaka — 15e, 5g
Muncie — 6e, 4g
New Albany — 3e, 4g
Portage — 5eg
Richmond — 11e, 12g
South Bend — 6e, 5g
Terre Haute — 3e, 13g

1. Anderson Mun. Light and Power
   550 Baxter Rd., Anderson 46011
3. Public Service Co. of Indiana, Inc.
   1000 E. Main St., Plainfield 46168
4. Indiana Gas Co.
   1630 N. Meridian St., Indianapolis 46202
5. Northern Indiana Public Service Co.
   5265 Hohman Ave., Hammond 46320
6. Indiana & Michigan Elec. Co.
   2101 Spy Run Ave., Ft. Wayne 46801
7. Southern Indiana Gas and Elec. Co.
   20-24 N.W. 4th St., Evansville 47741
8. Indianapolis Power and Light Co.
   25 Monument Circle, Box 1595-B, Indianapolis 46206
9. Citizens Gas and Coke Utility
   2020 N. Meridian St., Indianapolis 46202
10. Kokomo Gas and Fuel Co.
    900 E. Blvd., Kokomo 46901
11. Richmond Pwr. & Lt. Dept.
    2000 U.S. 27 S., Box 908, Richmond 47374
12. Richmond Gas Corp.
    33 S. 7th St., Richmond 47374
13. Terre Haute Gas Corp.
    632 Cherry St., Terre Haute 47807
14. Fort Wayne Mun. Lt. & Power
    1 Main St., Fort Wayne 46802
15. Mishawaka Municipal Util.
    126 N. Church St., Mishawaka 46544

Environment Controls

Air & Water Pollution

State Board of Health, Health Bldg., 1330 W. Michigan, Indianapolis 46202
314/633-0700

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	1,769	73,049
Clays	932	1,930
Peat	84	1,414
Sand & gravel	22,031	52,939
Stone:		
Crushed	30,910	92,106
Dimension	161	14,046
Combined value of abrasives (natural), gypsum, lime and cement (masonry)		52,986
Grand Total Indiana 1980		**288,470**

* = Thousand short tons

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anderson	28	74	5580	981
Bloomington	31	76	4905	1177
Columbus	30	75	5266	1017
Evansville	33	78	4624	1364
Fort Wayne	25	73	6209	748
Gary	25	74	6165	859
Indianapolis	28	75	5577	974
Kokomo	28	76	5585	1081
Marion	26	73	6125	794
Richmond	28	72	5897	702
South Bend	24	72	4438	695
Terre Haute	29	76	5351	1110

Industrial Development Counselors

State Development Agency

Akers, Mark, Dir. Industrial Dev.
Indiana Dept. of Commerce
440 N. Meridian St.
Indianapolis 46204
314/232-8888

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Columbus
Handley, Annette E. Asst. to Dir.
Columbus Econ Dev. Board
500 Franklin St
P.O. Box 29, 47201
812/379-4457

Hammond
Bowles, E. H., C.I.D., Mgr., AD & PR
Northern Indiana Public Serv. Co.
5265 Hohman Ave. 46325
219/853-5237

Indianapolis
Hardy, John, AD Dir.
Indianapolis Pwr. & Light Co.
25 Monument Circle, Box 1595B
46204
317/261-8395

South Bend
Bessire, Howard D., C.I.D.,
Dir., Ind. Dev. Div.
South Bend-Area C. of C.
244 W. Jefferson 46601
219/234-8565

Circle adjacent number on ACTION CARD for Indiana Free Literature
CIRCLE NO.

54 NORTHERN INDIANA POWER SERVICE CO.

MICHIGAN

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, machinery & equipment
- Bonds for pollution control
- Complete job training services
- Many financial services thru local Economic Development Corporations

Tax rates:

Corporate income tax	N/A*
Personal income tax	4.6%
Personal property tax	NA
Sales tax	4%
Inventory tax	N/A*
Equip. and machinery tax	N/A*

Single business tax 2.35% of tax base
*Eliminated by Single Business Tax

Gasoline tax	$.11/gal.

Advanced education facilities:

Four-year colleges and universities	61
Two-year or junior colleges	36
Vocational and business schools	196

Medical Facilities:

Hospitals	220
Clinics	439

Labor analysis:

High School graduates	124,316
Nonfarm workers in Unions	35%

Source: **Michigan Department of Commerce**

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
MICHIGAN	8,881.8	9,258.3
Allen Park	40.7	34.2
Ann Arbor	100.0	107.3
Battle Creek	38.9	35.7
Bay City	49.4	41.6
Burton	NA	30.0
Dearborn	104.2	90.7
Dearborn Heights	80.1	67.7
Detroit	1,514.1	1,203.3
East Detroit	45.9	38.3
East Lansing	47.5	48.3
Farmington Hills	NA	58.1
Ferndale	30.9	26.2
Flint	193.3	159.6
Garden City	41.9	35.6
Grand Rapids	197.6	181.8
Highland Park	35.4	27.9
Holland	26.5	26.3
Inkster	38.6	35.2
Jackson	45.5	39.7
Kalamazoo	85.6	79.7
Kentwood	20.3	30.4
Lansing	131.4	130.4
Lincoln Park	53.0	45.1
Livonia	110.1	104.8
Madison Heights	38.6	35.4
Midland	35.2	37.3
Muskegon	44.6	40.8
Oak Park	36.8	31.5
Pontiac	85.3	76.7
Port Huron	35.8	34.0
Portage	33.6	38.2
Roseville	60.5	54.3
Royal Oak	86.2	70.9
Saginaw	91.8	77.5
St. Clair Shores	88.1	76.2
Southfield	69.3	75.6
Southgate	33.9	32.1
Sterling Heights	61.4	109.0
Taylor	70.0	77.6
Troy	39.4	67.1
Warren	179.3	161.1
Westland	86.7	84.6
Wyandotte	41.1	34.0
Wyoming	56.6	59.6

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Ann Arbor	234.1	264.7
Battle Creek	180.1	187.3
Bay City	117.3	119.9
Benton Harbor	163.9	171.3
Detroit	4,435.1	4,352.8
Flint	508.7	521.6
Grand Rapids	539.2	601.7
Jackson	143.3	151.5
Kalamazoo — Portage	257.7	279.2
Lansing — East Lansing	424.3	468.5
Muskegon — Norton Shores — Muskegon Heights	175.4	179.6
Saginaw	219.7	228.1
Toledo, Ohio — Mich.	762.7	791.6

Environment Controls

Air Pollution

Robert Miller, Acting Chief, Exec. Secy. of Air Pollution Control Commission Dept. Natural Resources, P.O. Box 30028, Lansing 48909. 517/322-1330

Water Pollution

Robert Courchaine, Chief & Exec. Secy. Water Quality Div. Dept. Natural Resources, same address as above 517/373-1947

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
MICHIGAN		
1,005.2	40.3	10.86
Ann Arbor		
45.9	41.4	11.60
Battle Creek		
21.9	40.5	11.00
Bay City		
9.6	41.0	9.11
Detroit		
477.4	40.5	11.40
Flint		
73.6	42.1	12.57
Grand Rapids		
94.8	40.1	9.03
Jackson		
14.5	42.4	9.42
Kalamazoo — Portage		
32.7	39.1	9.91
Lansing — East Lansing		
43.6	40.5	12.55
Muskegon — Norton Shores — Muskegon Heights		
20.6	40.5	9.30
Saginaw		
29.2	38.9	12.57

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Ann Arbor		
149.5	11.4	7.6
Battle Creek		
83.1	8.3	10.0
Bay City		
55.3	6.6	11.9
Detroit		
2,072.9	255.3	12.3
Flint		
237.1	32.7	13.8
Grand Rapids		
339.2	31.5	9.3
Jackson		
67.6	7.4	10.9
Kalamazoo—Portage		
139.6	11.4	8.1
Lansing—East Lansing		
252.9	23.9	9.5
Muskegon—Norton Shores—Muskegon Heights		
80.1	9.7	12.1
Saginaw		
105.3	14.4	13.6

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Detroit 3/81
Office, professional & technical	
Clerks, payroll	7.88
Secretaries	10.46
Stenographers	*8.53
Switchbd opr-rec'ts	5.80
Drafters V	14.95

MICHIGAN

Electronics tech'ns	12.58
Computer operators	10.70
Computer programmers (business)	12.31
Maintenance & powerplant (men)	
Carpenters	12.13
Electricians	12.53
Engineers, stationary	12.58
Machinists	12.14
Mechanics (machinery)	12.09
Tool & die makers	12.28
Custodial & material movement (men)	
Guards & watchmen	10.36
Janitors, porters & cleaners	9.64
Laborers, material handling	10.18
Shipping & receiving clerks	9.28
Truckdrivers	9.98
Forklift operators	10.23

*Computed from available statistics

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
3,454.1	. . . .	. . . .
MANUFACTURING		
1,000.2	40.1	9.52
DURABLE GOODS		
803.8	40.1	9.88
Lumber and Wood Products—SIC 24		
11.8	37.9	5.92
Furniture and Fixtures—SIC 25		
21.5	39.4	6.81
Stone, Clay, and Glass Products—SIC 32		
18.8	. . . .	. . . .
Primary Metal Industries—SIC 33		
69.1	39.3	10.64
Fabricated Metal Products—SIC 34		
121.2	39.3	9.17
Machinery, Except Electrical—SIC 35		
157.3	42.0	9.61
Electric & Electronic Eqpmt.—SIC 36		
37.5	40.7	7.88
Transportation Equipment—SIC 37		
344.1	39.9	10.93
Instruments and Related Products—SIC 38		
14.0	. . . .	. . . .
NONDURABLE GOODS		
203.4	40.2	3.01
Food and Kindred Products—SIC 20		
49.5	41.6	7.98
Paper and Allied Products—SIC 26		
20.9	42.9	8.18
Printing and Publishing—SIC 27		
33.3	36.2	8.25
Chemicals and Allied Products—SIC 28		
44.0	41.8	8.66

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (D) = Detroit.

Allen Park 2, 5, 6 (D)
Ann Arbor 1, 2 (D)
Battle Creek 2, 3, 10
Bay City 3, 4 (Saginaw)
Burton 3 (Flint)
Dearborn 2, 4, 5, 6 (D)
Dearborn Heights (D)
Detroit 2 to 8, 10-29
East Detroit 3 (D)
East Lansing 3, 4 (Lansing)
Farmington Hills (D)
Ferndale 3 (D)
Flint 3, 4, 11, 18
Garden City (D)
Grand Rapids 2, 3, 4, 24, 27, 28
Highland Park 2, 3, 4, 6 (D)
Holland 4 (Grand Rapids)
Inkster 2 (D)
Jackson 2 (commuter carriers only)
Kalamazoo 2, 3, 24
Kentwood (Grand Rapids)
Lansing 2, 3, 4, 24, 27
Lincoln Park 2 (D)
Livonia 4 (D)
Madison Heights (D)
Midland 3, 4 (Saginaw)
Muskegon 3, 4, 18, 24
Oak Park (D)
Pontiac 3 (D)
Port Huron 3, 4, (Sarnia, Ont.)
Portage 2 (Kalamazoo)
Roseville (D)
Royal Oak 3 (D)
Saginaw 3, 4, 24, 27
St. Clair Shores (D)
Southfield (D)
Southgate (D)
Sterling Heights (D)
Taylor 5, 6, (D)
Troy (D)
Warren 2 (D)
Westland (D)
Wyandotte 2, 5, 8 (D)
Wyoming 2, 4 (Grand Rapids)

Railroads

1. Ann Arbor
2. Conrail
3. Grand Trunk Western
4. Chessie System
5. Detroit, Toledo & Ironton
6. Norfolk & Western
7. Canadian Pacific
8. Detroit & Toledo Shore Line

Airlines

10. Air Wisconsin
11. Allegheny Commuter
12. American
13. British Arwys.
14. Comair
15. Delta
16. Eastern
17. Frontier
18. Midstate Arins.
19. Midway Airlines
20. New York Air
21. Northwest
22. Ozark
23. Pan Am
24. Republic
25. Sabena
26. TWA
27. United
28. U.S. Air
29. Wright

State Employment Security Agency

For additional labor market information: Employment Security Commission, Dept. of Labor, 510 Boulevard Bldg., 7310 Woodward Ave., Detroit 48202
313/876-5000

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Allen Park — 3e, 4g
Ann Arbor — 3e, 4g
Battle Creek — 1e, 5g
Bay City — 1eg, 7e
Burton — 1g
Dearborn — 3e, 4g
Dearborn Heights — 3e, 4g
Detroit — 3e, 4g
East Detroit — 3e, 1g
East Lansing — 6e, 1eg
Farmington Hills — 3e, 1g
Ferndale — 3e, 1g
Flint — 1eg
Garden City — 3e, 1g
Grand Rapids — 1e, 4g
Highland Park — 3e, 4g
Holland — 10e, 2eg
Inkster — 3e, 4g
Jackson — 1eg
Kalamazoo — 1eg
Kentwood — 1e
Lansing — 6e, 1g
Lincoln Park — 3e, 4g
Livonia — 3e, 1g
Madison Heights — 3e, 1g
Midland — 1eg
Muskegon — 1e, 4g
Oak Park — 3e, 1g
Pontiac — 1eg
Portage — 1eg, 2g
Port Huron — 3e, 8g
Roseville — 3e, 1g
Royal Oak — 3e, 1g
Saginaw — 1eg
St. Clair Shores — 3eg, 1g
Southfield — 3e, 1g
Southgate — 3e, 4g
Sterling Heights — 3e, 1g
Taylor — 3e, 4g
Troy — 3e, 1g
Warren — 3e, 1g
Westland — 3e, 1g
Wyandotte — 9e, 4g
Wyoming — 1e, 4g

1. Consumers Power Co.
   212 W. Michigan Ave., Jackson 49201
2. Michigan Power Co.
   100 S. Main St., Three Rivers 49093
3. Detroit Edison Co.
   2000 Second Ave., Detroit 48226
4. Michigan Consolidated Gas Co.
   One Woodward Ave., Detroit 48226
5. Battle Creek Gas Co.
   23 E. Michigan Mall, Battle Creek 49016
6. Lansing Bd. of Wtr. and Lt.
   123 W. Ottawa St., Box 13007, Lansing 48901
7. Bay City Utilities Dept.
   City Hall, Bay City 48706
8. Southeastern Mich. Gas Co.
   405 Water St., Port Huron 48060
9. Wyandotte Munic. Service Comm.
   140 Elm St., Wyandotte 48192
10. Holland Board of Pub. Works
    268 River Ave., Holland 49423

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Ann Arbor	25	73	6306	706
Battle Creek	23	72	6720	628
Bay City	23	72	6776	643
Detroit	26	73	6228	743
Flint	22	70	7041	438
Grand Rapids	23	7[illegible]	6801	575
Holland	25	71	6445	636
Jackson	23	72	6755	614
Kalamazoo	25	73	6281	755
Lansing	23	71	6904	535
Midland	23	72	6750	569
Muskegon	24	70	6890	469
Pontiac	24	72	6591	629
Port Huron	24	72	6564	605
Saginau	21	71	7143	487
Ypsilanti	25	73	6424	726

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	4,651	224,685
Masonry	206	14,292
Clays	1,982	7,212
Gem stones	NA	10
Gypsum	1,383	8,605
Iron ore (usable) (thou. long tons, gr. wt.)	15,895	634,355
Lime	836	36,750
Peat	253	4,739
Salt	2,406	104,842
Sand & gravel	36,597	98,354
Stone:		
Crushed	32,121	91,727
Dimension	7	144
Combined value of bromine, calcium chloride, iodine, cooper, iron oxide pigments (crude), silver and magnesium compounds		259,735
Grand Total Michigan 1980		**1,485,450**

* = Thousand short tons except as noted
NA = Not available

State Development Agency

Bogdan, Albert A. Director
Office of Economic Development
Michigan Dept. of Commerce
P.O. Box 30225, Lansing 48909
517/373-3530

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Detroit
Pryor, Jack, C.I.D., Exec. VP
City of Detroit, Economic Dev. Corp.
Suite 999, First Nat'l. Bldg., 48226
313/963-2940

Grand Rapids
Ammann, Michael S., V.P.
Econ. Dev.
Grand Rapid Area C. of C.
17 Fountain St., 49503
616/459-7221

Houghton
Fear, John M.
Western Upper Peninsula Plng. & Dev. Region, P.O. Box 365, 49931
906/482-7205

Greater Grand Rapids has almost no work stoppages.

Maybe we know something you should.

During our worst year since 1960 . . . less than 1% of our labor force went on strike.

Averaged out, this is less time in a year than your secretary spends on one of her daily coffee breaks. Less than you spend reading your mail.

Why such reasonableness? For one thing, the work ethic is alive and well and living in Greater Grand Rapids, Michigan.

Our hard workers honor their contracts and respect their jobs.

There's a lot more to know about Greater Grand Rapids. The bright people in our Economic Development Department have the answers you need. They'll get back to you fast and confidentially . . . with specific information about our industrially zoned sites.

Sites ranging from 2 to 250 acres. All within 15-miles of the core city.

Write Michael S. Ammann, Director of Economic Development, Grand Rapids Area Chamber of Commerce, 17-LL Fountain, N.W., Grand Rapids, Michigan 49503. Or, call area (616) 459-7221. Collect!

Greater Grand Rapids

Circle 55 on Brochure Service Card

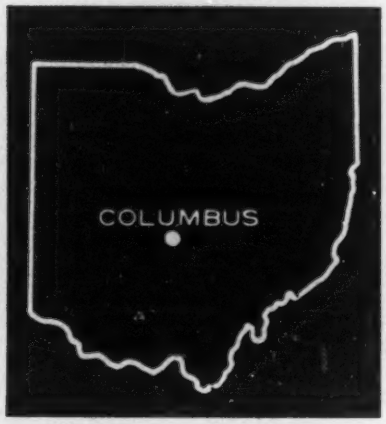
Jackson
O'Neill, John F., C.I.D., Dir.
Jackson County Dept. of ED
Rm. 500, 120 W. Michigan Ave. 49201
517/788-4330 or 517/788-4333

Kalamazoo
Furber, Joseph P. C.I.D., Ex. Dir.
Kalamazoo County Ec.
Expansion Corp.
114 N. Kalamazoo Mall
Suite 228, 49007
616/343-1137

Lansing
Jordan, Jim, Dir., Ec. Dev.
Lansing Regional — Chamber of Commerce
516 West Washtenaw St.
Box 14030, 48901
517/487-6340

Port Huron
Patterson, Robert L., Exec. Dir.
Port Huron-St. Clair Cnty.
Ind. Dev. Corp.
511 Fort St., Ste. 530, 48060
313/982-9511

Circle adjacent number on ACTION CARD for Michigan Free Literature
CIRCLE NO.
144 **STATE OF MICHIGAN** — Series of booklets on flourishing business environment in Michigan. Details on financial assistance, sites available, energy, etc.



OHIO

State Information

Financial assistance to industry:
- Bonds for land, building & equipment
- Bonds for pollution control
- Aid for job taining
- Guaranteed loans for land, buildings, machinery and equipment
- Low-interest direct loans for land and buildings
- Tax-exempt revenue bonds for air and water pollution control equipment

Tax rates:
- Corporate income tax ..... none
- Personal income tax graduated .....½% to 3½%
- Personal property tax . varies locally
- Sales tax .....4% & 1½% local max.
- Franchise tax .....4% to 8% — min. $50.00

Tax incentives:
- Credit for equipment and machinery purchased after January 1, 1978
- Property tax abatement up to 15 years on new buildings and improvements
- Gasoline tax ....$.11/gal.

Advanced education facilities:
- Four-year colleges and universities 75
- Two-year colleges 58
- Vocational and business schools 306

Medical Facilities:
- Hospitals 250
- Clinics ..... NA

Labor Analysis:
- High School graduates 139,949
- Mfgr. workers in Union 29.5%

Source: **Ohio Department of Economic and Community Development**

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
OHIO	10,657.4	10,797.4
Akron	275.4	237.2
Barberton	33.1	29.8
Beaver Creek	NA	31.6
Bowling Green	14.7	25.7
Brook Park	30.8	26.2
Brunswick	15.9	27.7
Canton	110.1	94.7
Cincinnati	453.5	385.5
Cleveland	750.9	573.8
Cleveland Heights	60.8	56.4
Columbus	540.0	564.9
Cuyahoga Falls	49.8	43.7
Dayton	243.0	203.6
East Cleveland	39.6	37.0
Elyria	53.4	57.5
Euclid	71.6	60.0
Fairborn	32.3	29.7
Fairfield	14.7	30.8
Findlay	35.8	35.6
Garfield Heights	41.4	33.4
Hamilton	67.9	63.2
Kent	28.2	26.2
Kettering	71.9	61.2
Lakewood	70.2	62.0
Lancaster	32.9	35.0
Lima	53.7	47.4
Lorain	78.2	75.4
Mansfield	55.0	53.9
Maple Heights	34.1	29.7
Marion	38.6	37.0
Massillon	32.5	30.6
Mentor	36.9	42.1
Middletown	48.8	43.7
Newark	41.8	41.2
North Olmsted	34.9	36.5
Norwood	30.4	26.3
Parma	100.2	92.5
Portsmouth	27.6	25.9
Sandusky	32.7	31.4
Shaker Heights	36.3	32.5
South Euclid	29.6	25.7
Springfield	81.9	72.6
Steubenville	30.8	26.4
Stow	20.1	25.3
Strongsville	15.2	28.6
Toledo	383.1	354.6
Upper Arlington	38.7	35.6
Warren	63.5	56.6
Youngstown	140.9	115.4
Zanesville	33.0	28.7

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Akron	679.2	660.3
Canton	393.8	404.4
Cincinnati, Ohio — Ky. — Ind.	1,387.2	1,401.4
Cleveland	2,063.7	1,898.7
Columbus	1,017.8	1,093.3
Dayton	852.5	830.1
Hamilton — Middletown	226.2	258.8
Huntington — Ashland, W. Va. — Ky. — Ohio	286.9	311.4
Lima	210.1	218.2
Lorain — Elyria	256.8	274.9
Mansfield	130.0	131.2
Newark	107.8	121.0
Parkersburg — Marietta, W.Va. — Ohio	148.1	162.8
Springfield	187.6	183.9
Steubenville — Weirton, Ohio — W.Va.	166.4	163.1
Toledo, Ohio — Mich.	762.7	791.6
Wheeling, W. Va. — Ohio	182.0	185.6
Youngstown — Warren	537.1	531.4

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
OHIO		
1,239.6	40.6	9.74
Akron		
76.0	41.7	9.71
Canton		
55.8	40.7	10.05
Cincinnati		
162.4	40.6	8.94
Cleveland		
251.4	41.0	9.85
Columbus		
94.1	40.0	8.92
Dayton		
100.5	41.2	9.90
Toledo		
75.8	41.0	10.06
Youngstown — Warren		
68.9	40.5	11.61

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Akron		
299.8	28.4	9.5
Canton		
185.0	17.4	9.4
Cincinnati		
694.7	63.3	9.1

Cleveland
936.4 80.3 8.6
Columbus
575.8 46.1 8.0
Dayton
392.1 33.2 8.5
Toledo
374.0 42.2 11.3
Youngstown—Warren
230.2 25.3 11.0
*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
4,398.8	. . . .	. . . .
MANUFACTURING		
1,267.5	40.6	8.57
DURABLE GOODS		
885.2	40.7	8.81
Lumber and Wood Products—SIC 24		
13.6	38.3	5.97
Furniture and Fixtures—SIC 25		
15.8	38.8	6.59
Stone, Clay, and Glass Products—SIC 32		
64.6	40.7	7.75
Primary Metal Industries—SIC 33		
139.6	40.5	10.42
Fabricated Metal Products—SIC 34		
157.5	40.2	8.69
Machinery, Except Electrical—SIC 35		
213.8	41.6	8.48
Electric & Electronic Eqpmt.—SIC 36		
107.6	40.5	7.81
Transportation Equipment—SIC 37		
138.7	41.4	10.02
Instruments and Related Products—SIC 38		
19.9	39.8	6.16
NONDURABLE GOODS		
382.3	40.2	7.96
Food and Kindred Products—SIC 20		
72.9	41.7	7.91
Textile Mill Products—SIC 22		
5.3	39.7	5.98
Apparel and Other Textile Products—SIC 23		
17.1	36.4	5.11
Paper and Allied Products—SIC 26		
38.9	42.9	7.72
Printing and Publishing—SIC 27		
67.8	37.8	8.49
Chemicals and Allied Products—SIC 28		
68.3	40.4	8.34
Petroleum and Coal Products—SIC 29		
13.2	42.2	11.08
Rubber and Plastics Products, NEC—SIC 30		
92.9	40.2	8.05
Leather and Leather Products—SIC 31		
5.8	35.3	4.56

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (C) = Cleveland.

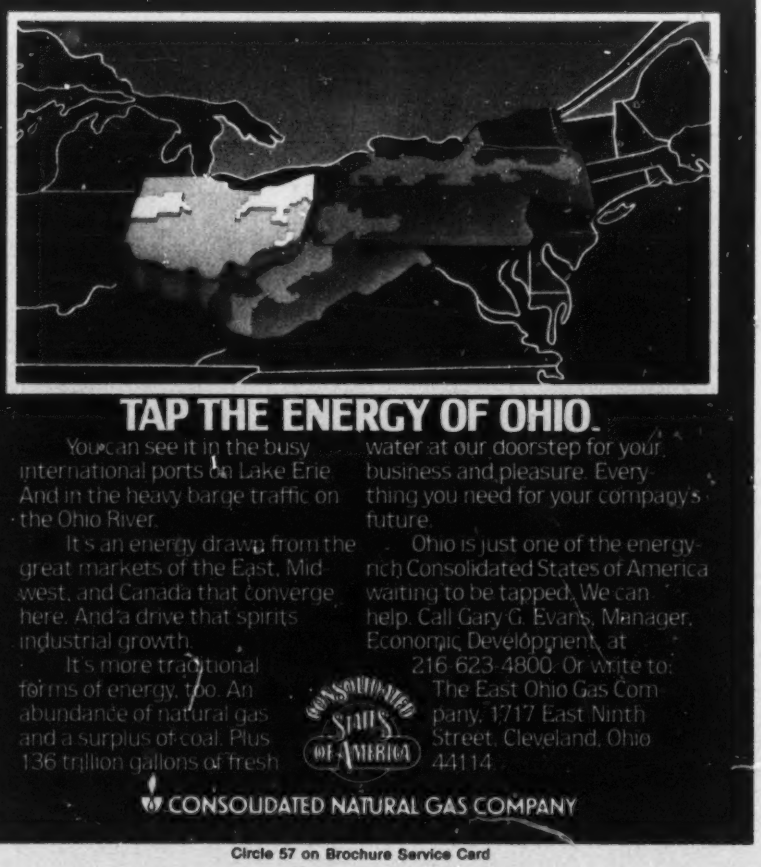
Akron 1, 3, 5, 12, 15, 16, 19, 31
Barberton 1, 3, 5 (Akron)
Beaver Creek
Bowling Green 5 (Toledo)
Brook Park (C)
Brunswick (C)
Canton 3, 5, 6 (Akron)
Cincinnati 3, 5, 6, 8, 9, 10, 17 to 20, 24, 27, 28, 30 to 33
Cleveland 3, 5, 6, 13, 15 to 17, 19 to 21, 23 to 25, 28 to 33
Cleveland Heights (C)
Columbus 3, 5, 6, 12, 15 to 17, 19 to 21, 26, 28, 30 to 33
Cuyahoga Falls 3, 5 (Akron)
Dayton 3, 5, 17, 19, 20, 28, 30 to 33
East Cleveland (C)
Elyria 3, 5 (C)
Euclid 5, 6 (C)
Fairborn 5 (Dayton)
Fairfield (Cincinnati)
Findlay 5, 6 (Toledo)
Garfield Heights 5 (C)
Hamilton 6 (Cincinnati)
Kent 3, 5, 6 (Akron)
Kettering (Dayton)
Lakewood (C)
Lancaster 3 (Columbus)
Lima 3, 5, 6, 8 (Dayton)
Lorain 3, 5, 6 (C)
Mansfield 3, 5, 16
Maple Heights (C)
Marion 3, 5, 6 (Mansfield)
Massillon 3, 5, 6 (Akron)
Mentor 5, 6 (C)
Middletown 3, 5 (Dayton)
Newark 3, 5 (Columbus)
North Olmstead (C)
Norwood 3, 5, 6 (Cincinnati)
Parma 3 (C)
Portsmouth 3, 6 (Huntington, WV)
Sandusky 5, 6 (C)
Shaker Heights (C)
South Euclid (C)
Springfield 5, 8 (Dayton)
Steubenville 5, 6 (Pittsburgh, Pa.)
Stow (Akron)
Strongsville 3 (C)
Toledo 2 to 8, 14, 15, 20, 22, 31, 32
Upper Arlington (Columbus)
Warren 3, 5 (Youngstown)
Youngstown 3, 5, 11, 16, 31
Zanesville 3, 5, 6 (Columbus)

Railroads

1. Akron, Canton & Youngstown
2. Ann Arbor
3. Chessie System
5. Conrail
6. Norfolk & Western
7. Detroit & Toledo Shore Line
8. Detroit, Toledo & Ironton
9. Louisville & Nashville
10. Southern
11. Pittsburgh & Lake Erie

Airlines

12. Aeromech Arlns.
13. Air Canada
14. Air Florida
15. Air Wisconsin
16. Allegheny Commuter
17. American
18. Britt Airways
19. Comair
20. Delta
21. Eastern
22. Frontier
23. Midway Arlns.
24. New York Air
25. Northwest
26. People Express Arlns.
27. Piedmont
28. Republic
29. Texas Int'l.
30. TWA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It's an energy drawn from the great markets of the East, Mid west, and Canada that converge here. And a drive that spirits industrial growth.
It's more traditional forms of energy, too. An abundance of natural gas and a surplus of coal. Plus 136 trillion gallons of fresh water at our doorstep for your business and pleasure. Everything you need for your company's future.
Ohio is just one of the energy-rich Consolidated States of America waiting to be tapped. We can help. Call Gary G. Evans, Manager, Economic Development, at 216 623-4800. Or write to: The East Ohio Gas Company, 1717 East Ninth Street, Cleveland, Ohio 44114.
CONSOLIDATED STATES OF AMERICA
CONSOLIDATED NATURAL GAS COMPANY
Circle 57 on Brochure Service Card

31. United
32. U.S. Air
33. Wright

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Akron — 1e, 2g
Barberton — 1e, 2g
Beaver Creek — 9g
Bowling Green — 8e, 3g
Brook Park — 4e, 2g
Brunswick — 1e, 3g
Canton — 5e, 2g
Cincinnati — 7eg
Cleveland — 4e, 10e, 2g
Cleveland Heights — 4e, 2g
Columbus — 6e, 18e, 3g
Cuyahoga Falls — 15e, 2g
Dayton — 9eg
East Cleveland — 4e, 2g
Elyria — 1e, 3g
Euclid — 4e, 2g
Fairborn — 1e, 9eg
Fairfield — 7e
Findlay — 5e, 3g
Garfield Heights — 4e, 2g
Hamilton — 11eg
Kent — 1e, 2g
Kettering — 9eg
Lakewood — 4e, 2g
Lancaster — 5e, 13g
Lima — 5e, 14g
Lorain — 1e, 3g
Mansfield — 1e, 3g
Maple Heights — 4e, 2g
Marion — 1e, 3g
Massillon — 1e, 2g
Mentor — 4e, 2g
Middletown — 7eg
Newark — 5e, 3g, 12g
North Olmsted — 4e, 2g
Norwood — 7eg
Parma — 4e, 3g
Portsmouth — 5e, 3g
Sandusky — 1e, 3g
Shaker Heights — 4e, 2g
South Euclid — 4e, 2g
Springfield — 1e, 3g
Steubenville — 5e, 3g
Stow — 1e, 2g
Strongsville — 4e, 3g
Toledo — 17e, 3g
Upper Arlington — 6e, 3g
Warren — 1e, 2g
Youngstown — 1e, 2g
Zanesville — 5e, 3g, 12g

1. Ohio Edison Co.
   76 S. Main St., Akron 44308
2. East Ohio Gas Co.
   1717 E. Ninth St., Cleveland 44114
3. Columbia Gas of Ohio, Inc.
   99 N. Front St., Columbus 43215
4. Cleveland Elec. Illum. Co.
   55 Public Sq., Cleveland 44101
5. Ohio Power Co.
   301 Cleveland Ave., S.W., Canton 44702
6. Columbus and S. Ohio Elec. Co.
   215 N. Front St., Columbus 43215
7. Cincinnati Gas and Elec. Co.
   139 E. 4th St., Cincinnati 45202
8. Bowling Green Electric Dept.
   304 N. Church, Box 388, Bowling Green 43402
9. Dayton Power and Light Co.
   Courthouse Plaza SW, P.O. Box 1247, Dayton 45401
10. Cleveland Div. of Light & Power
    1201 Lakeside Ave., Cleveland 44114
11. Hamilton Dept. of Public Utilities
    20 High St., Hamilton 45011
12. National Gas & Oil Corp.
    1500 Granville Rd., Newark 43055
13. Lancaster Munic. Gas Co.
    1507 E. Main St., Lancaster 43130
14. West Ohio Gas Co.
    139 W. Market St., Lima 45802
15. Cuyahoga Falls Elec. Sys.
    2550 Bailey Rd., Cuyahoga Falls 44221
17. Toledo Edison Co.
    300 Madison Ave., Toledo 43652
18. Columbus Elec. Div.
    90 W. Broad St., Columbus 43215

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Akron	26	72	6224	634
Canton	26	72	6224	634
Cincinnati	32	76	4844	1188
Cleveland	27	71	6154	613
Columbus	28	74	5702	809
Dayton	28	75	5641	936
Findlay	26	73	6235	731
Hamilton	32	75	5015	1058

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Akron 12/78	Canton 5/78	Cincinnati, O. Ky.-Ind. 7/81	Cleveland 9/81	Columbus 10/80	Dayton 12/80	Toledo O.-Mich. 6/81
Office, professional & technical							
Clerks, payroll	5.32	5.39	6.48	6.88	6.01	5.95	6.99
Secretaries	6.13	5.36	7.62	7.68	6.38	7.04	8.28
Stenographers	4.33	NA	6.73	7.15	5.83	5.91	7.47
Switchbd opr-receptionists	4.03	3.74	5.35	5.53	4.80	4.53	4.91
Drafters V	8.15	8.06	9.39	10.58	7.79	9.91	12.18
Electronic technicians	7.40	NA	8.15	NA	8.68	7.11	NA
Computer operators	NA	NA	7.56	8.15	6.77	7.39	7.96
Computer programmers (business)	NA	NA	9.28	10.65	7.90	10.73	9.98
Maintenance & powerplant (men)							
Carpenters	7.89	8.05	10.54	11.60	NA	11.56	10.28(a)
Electricians	8.21	8.20	10.66	11.82	9.50	11.26	11.72
Engineers, stationary	8.37	7.95	10.68	12.66	9.74	9.77	11.50
Machinists	7.95	8.58	9.98	10.85	9.53	9.84	11.03
Mechanics (machinery)	7.96	7.91	9.58	12.00	9.12	11.37	11.29
Tool & die makers	NA	7.72	10.83	11.68	11.12	11.81	12.20
Custodial & material movement (men)							
Guards and watchmen	2.95	6.57	7.61	8.42	7.50	9.12	8.65
Janitors, porters, & cleaners	6.28	5.73	7.32	8.75	5.65	8.33	8.86
Laborers, material handling	7.01	6.18	6.96	9.25	7.11	8.52	9.08
Shipping & receiving clerks	5.83	5.15	8.16	7.60	NA	6.55	7.50
Truckdrivers	7.00	6.94	8.40	8.92	7.62	7.93	9.46
Forklift operators	7.01	5.97	8.22	9.29	7.30	8.88	9.15

(a) Mfg. & non-mfg. combined

Lancaster	30	74	5537	868
Lima	27	73	5838	828
Mansfield	28	74	5818	818
Marion	28	73	5846	816
Newark	29	73	5655	761
Portsmouth	34	76	4547	1217
Sandusky	27	74	5857	857
Steubenville	30	73	5515	794
Toledo	25	72	6381	685
Warren	28	72	6013	641
Xenia	30	73	5421	838
Youngstown	26	71	6426	518

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,625	77,696
Masonry	126	8,549
Clays	2,718	11,516
Gypsum	136	1,346
Lime	2,786	122,817
Peat	10	166
Salt	3,228	87,371
Sand & gravel	36,972	114,291
Stone:		
Crushed	42,441	136,929
Dimension	35	1,558
Combined value of other nonmetallics		101
Grand Total Ohio 1980		**562,340**

* = Thousand short tons

State Employment Security Agency

For additional labor market information: Bureau of Employment Services, 145 S. Front St., Columbus 43216
614/466-3440

Environment Controls

Air Pollution

Charles Taylor, Ohio Environmental Protection Agency, Office of Air Pollution Control, P.O. Box 1049, Columbus 43216. 614/466-6116

Water Pollution

Ernest Rotering, Ohio environmental Protection Agency, Office of Waste Water, same address as above
614/466-7427

Jim Kneale, Ohio Environmental Protection Agency, Office of Public Water Supply, same address as above
614/466-8307

Industrial Development Counselors

State Development Agency

Duerk, James A., Director
Ohio Dept. Econ. & Comm. Dev.
State Office Tower
30 E. Broad St.
Columbus 43216
614/466-2480

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Cincinnati
Johnson, M. Winston, Dir.
Area Dev. Div.
Cincinnati Gas & Elec. Co.
4th & Main Sts., Box 960, 45202
513/632-2595

Webb, Charles F., Dir., Ec. Dev.
Greater C. of C.
120 W. 5th St. 45202
513/579-3100

Cleveland
Sheehan, Gerard J., Exec. Dir.
Cleveland Area Dev. Corp.
Greater Cleveland Growth Assoc.
690 Union Commerce Bldg. 44115
216/621-3300

Evans, Gary, Mgr. Econ. Dev.
The East Ohio Gas Co.
P.O. Box 5759, 44101
216/623-4800

Columbus
Ashton, George T., Dir. Dev. Dept.
Buckeye Power, Inc.,
6677 Busch Blvd.
P.O. Box 29149, 43229
614/846-5757 Ext. 29

Jennings, James M., C.I.D. Pres
J. M. Jennings Assoc., Co.
1858 Chatfield Rd. 43221
614/488-2643

Miller, Dorman M.
V.P. Cust. Service
American Electric Power Service
180 E. Broad St.
614/223-1000

Dayton
Ferguson, Tom, Pres.
Dayton Development Council
1980 Winters Bank Tower, 45423
513/223-3636

Appel, Arnold A., Dir.
Area Dev. Dept.
Dayton Power & Light Co.
Courthouse Plaza, S.W.
Box 1247, 45401
513/224-5930

Hamilton
Landi, Patrick John, Dir. Comm. Dev.
City of Hamilton
Monument at High St. 45011
513/868-5855

Marion
Lautenslager, Jack E., Mgr.
Marion Area C. of C., P.O. Box 448
206 S. Prospect St., 43302
614/382-2181

Portsmouth
Stapleton, Robert J., C.I.D., Exec. V.P.
Scioto Ec. Dev. Corp.
Box 1606, 45662
614/354-7779

Toledo
Dick, Donald F., Ind. Dev. Dir.
Toledo Edison Co., Edison Plaza
300 Madison Ave. 43652
419/259-5045

Hoehning, Herbert O., C.I.D., Dir.
Oak Openings Ctr. for Industry
814 Jackson St. 43624
419/259-5938

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But what about the financing to put all this together in a comprehensive business development or expansion package?

The Scioto Economic Development Corporation maintains a full-time professional staff whose primary function is to assist you in arranging a financial package tailored to your exact requirements. It's the SEDC Difference that sets OHIO SOUTHLAND apart from other prospective development sites. Our staff originates from private business—and *your* experience will tell you that can make a big difference—a SEDC Difference!

SEDC
Scioto Economic Development Corporation

Robert J. Stapleton, President
P.O. Drawer 1606
Portsmouth, Ohio 45662
Telephone (614) 354-7779

Circle 114 on Brochure Service Card

Younstown
Eckman, N. Laird, C.I.D., Dpty. Dir.
Mahoning Valley Economic Dev. Corp.
3200 Belmont Ave., 44505
216/759-3668

Circle adjacent number on ACTION CARD for Ohio Free Literature
CIRCLE NO.

152 **STATE OF OHIO** — *Profit in Ohio,* info on Ohio marketplace concerning manpower, natural resources, education, taxes, financing, etc.

55 **GRAND RAPIDS AREA C. OF C.**

114 **SCIOTO ECON. DEV. CORP.** — *Ohio South Land . . . A Place To Grow.* Package includes brochure on the industrial location advantages, industrial parks, building specs, labor market info and more.

PLANT LOCATION

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WISCONSIN

State Information

Financial assistance to industry:
- Industrial revenue bonds for buildings, land, equipment & machinery and poilution abatement
- Aid for job training

Tax rates:
- Corporate income tax 7.9%
  - —Sales formula changed to further aid companies with out-of-state sales
  - Income TAX CREDIT for sales taxes paid on fuel and electricity used in manufacturing
  - Major REDUCTION for multi-state companies through income formula
  - Use of federal accelerated depreciation
- Personal income tax 3.4-10.0%
  - RATES REDUCED IN 1979, top rate now 10% on net income of $48,200 or more, tax brackets indexed to account for inflation
- Personal income tax
  - Federalization of capital gains deduction, 60% exempt by 1984.
- Inheritance & gift taxes
  - Effective July 1, 1982, transfers between spouses will no longer be subject to gift or inheritance taxes.
- Property tax(state average) 418.65/M
  - All inventories EXEMPT
  - Machinery and equipment used in production EXEMPT
  - Waste treatment facilities EXEMPT
  - Reduction of general property taxes through General Property Tax Relief
- Sales tax 4%
  - Machinery and equipment used in production EXEMPT
  - Waste treatment equipment EXEMPT
  - Materials used in waste treatment real property construction and repair EXEMPT
- Incorporation tax 41.25/M
- Gasoline tax ..... $.13/gal.

Advanced education facilities:
- Four-year colleges and universities 44
- Two-year or junior colleges 14
- Vocational and business schools 40

Medical Facilities:
- Hospitals 175
- Clinics ..... NA

Labor Analysis:
- High School graduates 71,291
- Mfg. workers in Unions 32%

Source: **Wisconsin Department of Development**

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
WISCONSIN	4,417.8	4,705.3
Appleton	56.4	59.0
Beloit	35.7	35.2
Brookfield	31.8	34.0
Eau Claire	44.6	51.5
Fond du Lac	35.5	35.9
Green Bay	87.8	87.9
Greenfield	24.4	31.5
Janesville	46.4	51.1
Kenosha	78.8	77.7
La Crosse	50.3	48.3
Madison	171.8	170.6
Manitowoc	33.4	32.5
Menomonee Falls	31.7	27.8
Milwaukee	717.4	636.2
New Berlin	26.9	30.5
Oshkosh	53.1	49.7
Racine	95.2	85.7
Sheboygan	48.5	48.1
Superior	32.2	29.6
Waukesha	39.7	50.3
Wausau	32.8	32.4
Wauwatosa	58.7	51.3
West Allis	71.6	64.0

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Appleton — Oshkosh	276.9	291.3
Duluth — Superior, Minn. — Wis.	265.4	266.7
Eau Claire	114.9	130.5
Janesville-Beloit	132.0	139.4
Green Bay	158.2	175.3
Kenosha	117.9	123.1
La Crosse	80.5	91.1
Madison	290.3	323.5
Milwaukee	1,403.9	1,397.1
Minneapolis — St. Paul, Minn. — Wis.	1,965.4	2,114.3
Racine	170.8	173.1
Sheboyan	96.7	100.9
Wausau	97.5	111.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
WISCONSIN		
544.7	39.9	8.97
Appleton — Oshkosh		
47.2	41.1	8.63
Eau Claire		
8.6	40.8	8.63

Green Bay		
22.2	41.2	9.12
Janesville — Beloit		
17.7	40.4	8.96
Kenosha		
11.8	37.6	9.57
La Crosse		
10.9	39.2	7.95
Madison		
20.7	39.4	8.64
Milwaukee		
197.0	39.8	9.98
Racine		
29.2	39.9	9.65

***Preliminary figures**

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Appleton—Oshkosh		
151.9	10.0	6.6
Eau Claire		
60.3	4.0	6.7
Green Bay		
92.9	6.6	7.1
Janesville—Beloit		
73.4	10.3	14.1
Kenosha		
58.1	9.8	16.9
LaCrosse		
51.2	3.5	6.8
Madison		
190.9	9.3	4.9
Milwaukee		
742.9	51.7	7.0
Racine		
89.8	9.2	10.3

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Industry, Labor and Human Relations, PO Box 7944, Madison 53707 608/266-3161

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,944.8	. . . .	. . . .
MANUFACTURING		
563.6	40.1	7.91
DURABLE GOODS		
368.6	39.8	8.06
Lumber and Wood Products—SIC 24		
21.0	38.4	5.76
Furniture and Fixtures—SIC 25		
9.6	38.4	6.08
Stone, Clay, and Glass Products—SIC 32		
9.2	41.4	7.39
Primary Metal Industries—SIC 33		
26.7	39.5	7.97
Fabricated Metal Products—SIC 34		
59.0	39.9	7.97
Machinery, Except Electricl—SIC 35		
127.7	40.4	8.92
Electric & Electronic Eqpmt.—SIC 36		
57.4	39.7	7.89
Transportation Equipment—SIC 37		
34.5	39.8	9.68
Instruments and Related Products—SIC 38		
12.5	38.2	6.58
NONDURABLE GOODS		
194.9	40.6	7.63
Food and Kindred Products—SIC 20		
65.7	40.6	7.93
Textile Mill Products—SIC 22		
4.8	36.9	5.61
Apparel and Other Textile Products—SIC 23		
6.5	36.3	4.77
Paper and Allied Products—SIC 26		
48.1	43.9	8.21
Printing and Publishing—SIC 27		
32.2	38.4	8.53
Chemicals and Allied Products—SIC 28		
9.8	40.3	8.29

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Green Bay 7/81	Milwaukee 5/81	Minneapolis-St. Paul-Minn-Wisc 1/81
Office, professional & technical			
Clerks, payroll	6.90	6.18	5.96
Secretaries	7.16	7.11	6.52
Stenographers	NA	6.11	5.53
Switchbd opr-recept's	5.40	5.34	5.08
Drafters V	NA	9.73	10.27
Electronics technicians	NA	10.56(a)	8.99
Computer operators	6.79	7.28	6.37
Computer programmers (business)	8.00	9.56	9.94
Maintenance & powerplant (men)			
Carpenters	NA	10.93	10.18
Electricians	10.59(a)	11.88	11.08
Engineers, stationary	NA	10.39	10.44
Machinists	10.40	11.89	10.59
Mechanics (machinery)	9.71	10.17	9.73
Tool & die makers	NA	11.98	11.05
Custodial & material movement (men)			
Guards & watchmen	NA	7.88	7.43
Janitors, porters & cleaners	7.20	7.80	6.72
Laborers, mat'l hdlg	8.15	8.33	7.56
Ship & receive clerks	6.97(a)	7.35	7.21
Truckdrivers	7.72	8.21	10.93
Forklift operators	8.25	8.93	8.62

(a) Mfg. & non-mfg. combined.

Rubber and Plastics Products, NEC—SIC 30		
17.8	39.4	6.45
Leather and Leather Products—SIC 31		
9.5	38.2	5.32

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Appleton 1, 2, 3, 10
Beloit 1, 2 (Rockford, IL)
Brookfield 2 (Milwaukee)
Eau Claire, 1, 3, 18
Fond du Lac 1, 3 (Oshkosh)
Green Bay 1, 4, 11, 18
Greenfield 2 (Milwaukee)
Janesville 1, 2, (Rockford, IL)
Kenosha 1 (Milwaukee)
La Crosse 1, 2, 6, 18
Madison 1, 2, 13, 16 to 18
Manitowoc 1, 3, 8, 9 (commuter carriers only)
Menomonee Falls (Milwaukee)
Milwaukee 1, 2, 3, 5, 9, 11, 12, 14 to 20
New Berlin 1 (Milwaukee)
Oshkosh 1, 3, 18
Racine 1, 2 (Milwaukee)
Sheboygan 1 (Manitowoc)
Superior 1, 2, 3, 6 (Duluth, Minn.)
Waukesha 1, 2, 3 (Milwaukee)
Wausau 1, 2 (Central Wisconsin)
Wauwatosa 1, 2, 3 (Milwaukee)
West Allis 1, 2, 3 (Milwaukee)

Railroads

1. Chicago & North Western
2. Milwaukee Road
3. Soo Line
4. Green Bay & Western
5. Grand Trunk Western
6. Burlington Northern
8. Ann Arbor
9. Chessie System

Airlines

10. Air Wisconsin
11. Continental
12. Eastern
13. Frontier
14. Midstate Arlns.
15. Mississippi Valley
16. Northwest
17. Ozark
18. Republic
19. Texas Intl.
20. United

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Appleton — 9e, 5g
Beloit — 2eg
Brookfield — 9e, 5g, 10g
Eau Claire — 3eg, 10g
Fond du Lac — 2eg
Green Bay — 4eg
Greenfield — 9e, 5g, 10g
Janesville — 2eg
Kenosha — 9e, 5g
La Crosse — 3eg
Madison — 6eg, 2g
Manitowoc — 7e, 8g
Menomonee Falls — 9e, 10g
Milwaukee — 9e, 5g, 10g
New Berlin — 9e, 5g
Oshkosh — 4eg
Racine — 9e, 5g
Sheboygan — 2e, 4g
Superior — 11eg
Waukesha — 9e, 5g
Wausau — 4e, 8g
Wauwatosa — 9e, 10g
West Allis — 9e, 10g

2. Wisconsin Power and Light Co.
222 W. Washington Ave., Box 192, Madison 53701
3. Northern States Power Co. (Wisc.)
100 N. Barstow St., Eau Claire 54701
4. Wisconsin Pub. Service Corp.
700 N. Adams St., Green Bay 54301
5. Wisconsin Nat. Gas Co.
233 Lake Ave., Racine 53401
6. Madison Gas and Elec. Co.
100 N. Fairchild St., P.O. Box 1231, Madison 53701
7. Manitowoc Pub. Utilities
1303 S. 8th St., Manitowoc 54220
8. Wisconsin Fuel and Light Co.
402 N. 10th St., Manitowoc 54220
9. Wisconsin Elec. Power Co.
231 W. Michigan St., Box 2046, Milwaukee 53201
10. Wisconsin Gas Co.
626 E. Wisconsin Ave., Milwaukee 53201
11. Superior Water, Light & Power Co.
1230 Tower Ave., Superior 54880

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Iron ore (usable) (thou. long tons, gr. wt.)	679	W
Lime	357	17,287
Peat	11	535
Sand & gravel	22,014	47,565
Stone:		
Crushed	20,603	49,245
Dimension	45	4,501
Combined value of abrasive stone, cement, clays, and values indicated by symbol W		33,151
Grand Total Wisconsin 1980		**152,284**

* = Thousand short tons except as noted
W = Withheld to avoid disclosing individual company confidential data

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Appleton	17	71	7665	538
Beloit	21	74	6563	809
Eau Clair	12	70	8388	459
Fond Du Lac	18	71	7461	526
Green Bay	15	69	8098	386
La Crosse	16	73	7417	695
Madison	17	70	7730	460
Manitowoc	20	70	7377	416
Milwaukee	19	70	7444	450
Oshkosh	17	71	7602	547
Racine	22	72	6787	620
Sheboygan	20	70	7240	450
Superior	11	66	9169	219
Waukesha	19	71	7244	560
Wausau	12	69	8586	355

Industrial Development Counselors

State Development Agency

McKelvey, Chandler, Secretary
Wisconsin Dept. of Dev.
123 W. Washington Ave.
P.O. Box 7970
9th flr., Loraine Bldg.
Madison 53702
608/266-3222

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Baraboo
Rowe, James E., Exec. Dir.
Sauk County Dev. Corp.
Box 33, 124 2nd St., 53913
608/356-3133

Fond Du Lac
Glaman, Dennis G., Ec. Dev. Mgr.
Area Ec. Authority
Box 1303, 54935
414/929-2927

Madison
Brunner, Robert C., Scty
WI Dept. of Bus. Dev.
Rm. 650, PL-48
123 W. Washington Ave. 53702
608/266-3222

Young, Don F., C.I.D., AD Consit.,
Wisconsin Power & Light Co.
222 W. Washington Ave., Box 192
53701
608/252-3252

Milwaukee
Hoffman, Richard W., First VP
First WI Nat'l Bank of Milwaukee
777 E. WI Ave. 53202
414/765-5220

Krause, Larry D., Dev. Dir.
Rauenhorst Corp., First Wisconsin Cntr., 777 E. Wisconsin Ave.,
Suite 2980 53202
414/271-2980

Oshkosh
Vercauteren, Patrick J., Exec. Dir.
Ind. Dev. Committee
Box 280, 54902
414/233-3760

Wausau
Ricklefs, Tom, Exec. Dir.
Marathon County Ec. Dev. Council
Box 569, 54401
715/845-6231

Circle adjacent number on ACTION CARD for Wisconsin Free Literature

CIRCLE NO.

162 **STATE OF WISCONSIN** — This is the place where business is offered profitable opportunities where pride in workmanship is not forgotten & where lifestyle can be any style. End your search & let us say WELCOME TO WISCONSIN.

In fact, it goes directly into more than 37,000 different human services we fund.

And, that means only 11% on the average is spent on administration. How can an organization as widespread as United Way keep operating costs so low?

More than 20 million volunteers is how.

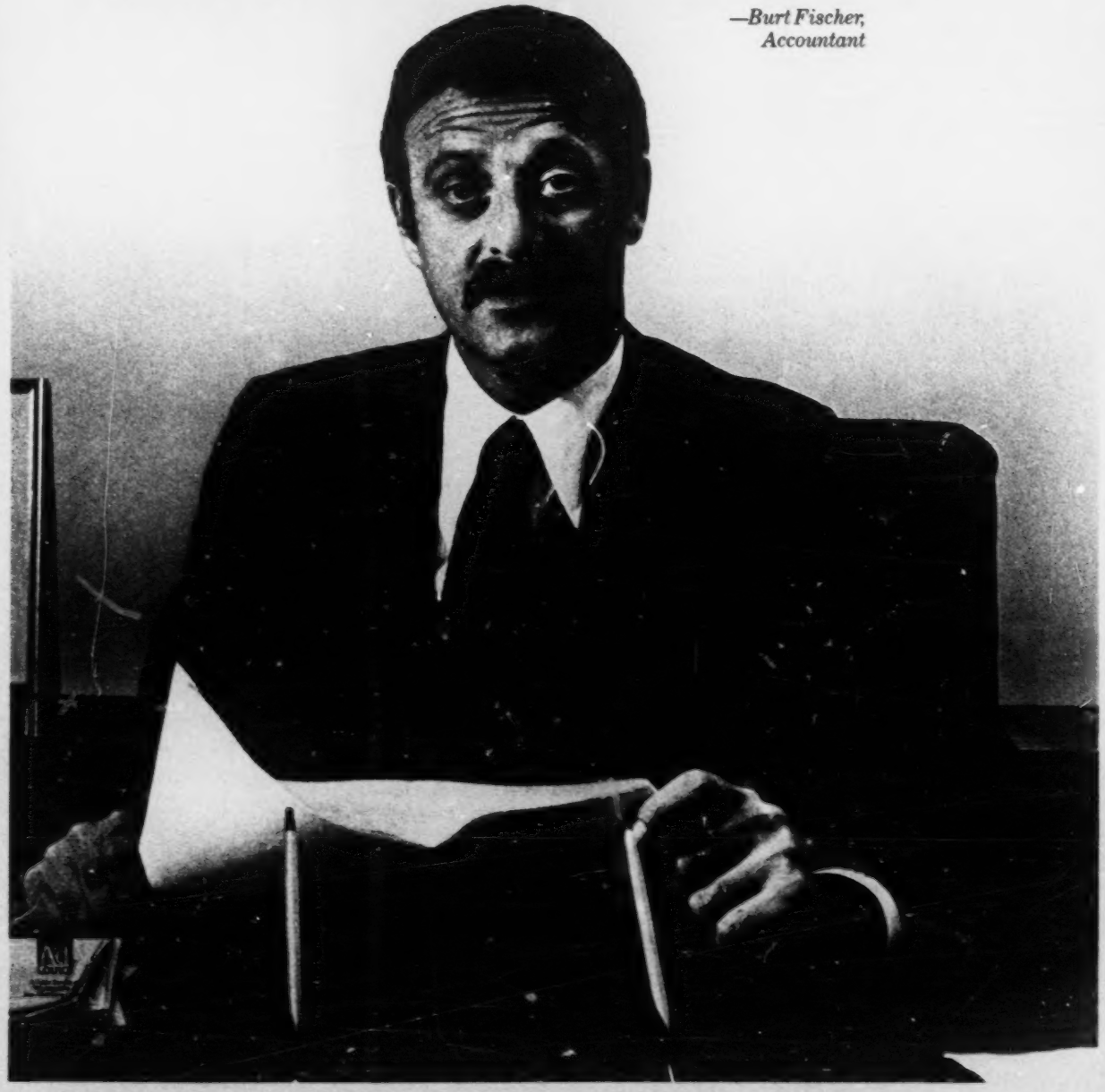
Volunteers who raise money. Volunteers who help deliver services. Even volunteers who determine needs and allocate funds. They provide United Way with help and talent, free of charge, that would normally cost millions of dollars. And, they allow us to put an average of 89¢ out of every dollar right where it's needed most.

Thanks to you, it works. For all of us.

United Way

"I give to the United Way because 89¢ out of every dollar goes directly to services."

—Burt Fischer, Accountant



EAST SOUTH CENTRAL • ALABAMA

ALABAMA

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Site preparation grants

Tax rates:
- Corporate income tax 5%
- Personal income tax 1½%-5%
- Personal property tax ..... Varies
- Raw materials tax exempt — All materials used in manufacturing process are tax exempt
- Sales tax 4%
- Inventory tax Goods mfgd. & stored in Alabama exempt 12 months
- Equip. and machinery tax. 1½% selling price
- Franchise and incorp. tax .....$3 per $1000
- Gasoline tax .....$.11/gal.

Advanced education facilities:
- Four-year colleges and universities 28
- Two-year or junior colleges 19
- Vocational and business schools . 27

Medical Facilities:
- Hospitals 133
- Clinics ..... NA

Labor Analysis:
- High School graduates 46,509
- Mfgr. workers in Unions 16-20%

Source: **Alabama Development Office**

Environment Controls

Air Pollution

State Training Program, Howard, George, Dir., Alabama Ind. Dev. Training Institute, 2540 Fairlane Dr., Executive Park, Bldg. 4, Suite 15, Montgomery 36116. 205/832-3466

James W. Cooper, Dir., Alabama Air Pollution Control Comm., 645 S. McDonough St., Montgomery 36130 205/832-6770

Water Pollution

James W. Warr, Director Water Improvement Comm., Public Health Services Bldg., Montgomery 36130 205/277-3630

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
ALABAMA	3,444.4	3,890.1
Anniston	31.5	29.5
Auburn	22.8	28.5
Bessemer	33.4	31.7
Birmingham	300.9	284.4
Decatur	38.0	42.0
Dothan	36.7	48.8
Florence	34.0	37.0
Gadsden	53.9	47.6
Huntsville	139.3	142.5
Mobile	190.0	200.5
Montgomery	133.4	178.2
Phenix City	25.3	26.9
Prichard	41.6	39.5
Selma	27.4	26.7
Tuscaloosa	65.8	75.1

NA = Not Available

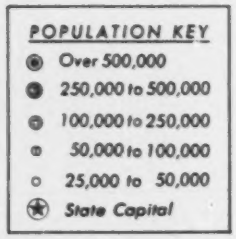
Standard Metropolitan Statistical Areas—SMSA's

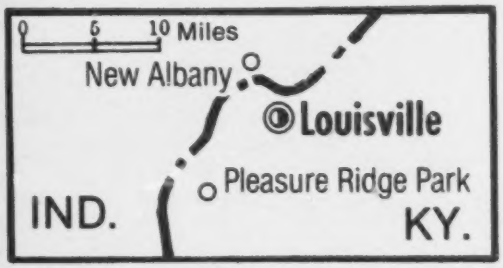
	Census 1970	Census 1980
	—Thousands—	
Anniston	103.1	116.9
Birmingham	767.2	847.4
Columbus, Ga. — Ala.	238.6	239.2
Dothan/Houston Cnty.*	NA	83.3
Florence	117.7	135.0
Gadsden	94.1	103.1
Huntsville	282.5	308.6
Mobile	376.7	442.8
Montgomery	225.9	272.7
Tuscaloosa	116.0	137.5

*Not designated SMSA in 1980 census

• KENTUCKY • MISSISSIPPI • TENNESSEE

East South Central States





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Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
ALABAMA		
354.1	40.1	7.11
Birmingham		
59.6	39.7	8.11
Huntsville		
36.7	....	....
Mobile		
30.7	40.8	8.88
Motgomery		
15.8	....	....
Tuscaloosa		
7.9	....	....

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Industrial Relations, 649 Monroe St., Montgomery 36104
205/832-3626

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Birmingham		
374.3	39.9	10.7
Huntsville		
138.6	13.6	9.8
Mobile		
183.0	18 8	10.3
Montgomery		
118.3	11.4	9.6
Tuscaloosa		
51.7	4.9	9.4

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Birmingham 3/78	Huntsville 2/81
Office, professional & technical		
Clerks, payroll	4.86	5.01
Secretaries	5.59	6.86
Stenographers	4.31	*6.42
Switchbd opr-recept's	4.08	5.00
Drafters V	7.70	*9.96
Electronics technicians		*6.58
Computer operators		6.30
Computer programmers (business)		NA
Maintenance & powerplant (men)		
Carpenters	6.68	NA
Electricians	7.24	9.31
Engineers, stationary		*8.25
Machinists	7.15	9.21
Mechanics (machinery)	7.14	10.56
Tool & die makers	7.24	9.22
Custodial & material movement (men)		
Guards & watchmen	4.76	4.41
Janitors, porters & cleaners	4.68	5.78
Laborers, mat'd hdlg	4.41	5.83
Shipping & receiving clerks		4.81
Truckdrivers	4.96	5.11
Forklift operators	4.78	5.84

* = mfg. & non-mfg. combined

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,358.3	....	....
MANUFACTURING		
36.20	40.1	6.49

1981 Profile

Alkalies and Chlorine

SIC Code: 2812

Industry data	
Value of industry shipments (mil $)	1,990
Value added (mil $)	890
Total employment (000)	11
Total number of establishments (1977)	49
Number of establishments with less than 20 employees (1977)	16
Percent of industry shipments accounted for by 4 largest companies	57

Major producing states accounting for largest percent of industry shipments: TX, LA, AL, NY, MI

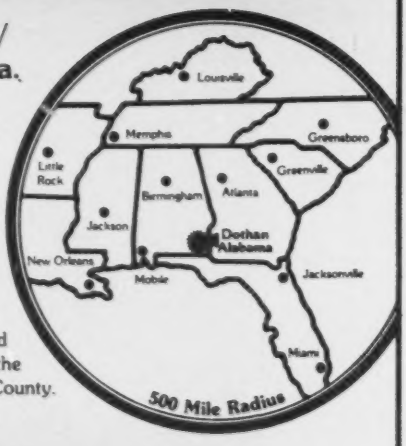
Product data	
Value of product shipments (mil $)	2,200
Value of exports (mil $)	450
Value of imports (mil $)	43
Exports as a % of shipments	20
Imports as a % of new supply[1]	2
Imports as a % of apparent consumption[2]	3

[1]New supply is the sum of product shipments plus imports.
[2]Apparent consumption is the sum of product shipments plus imports less exports.
Source: Bureau of the Census and Bureau of Industrial Economics. Estimates by Bureau of Industrial Economics.

Thinking About The Southeast?

Then think about Dothan/ Houston County, Alabama.

Sony did. So did Michelin. They're just two of the industrial leaders who have chosen the Dothan area. Why? Three U.S. highways, four-lane connectors to I-10, I-65 and I-85. Four railroads. Jet service. Barge service. An abundant labor force. Available industrial bonds. We're within 500 miles of over 44,000,000 people. And our climate is terrific. Beaches, lakes and resorts are all around, with year-round outdoor sports. So if you're thinking about the Southeast, think about Dothan/Houston County. If you want to know more, call or write:



Dothan/Houston County Chamber Of Commerce

J. Dale Hubbard, C.I.D., President
300 N. Foster St., P.O. Box 638, Dothan, AL 36302
(205) 792-5138

Circle 60 on Brochure Service Card

DURABLE GOODS		
174.7	40.6	7.06
Lumber and Wood Products—SIC 24		
28.2	. . . .	. . . .
Stone, Clay, and Glass Products —SIC 32		
9.8	39.1	7.50
Primary Metal Industries—SIC 33		
39.0	42.4	9.96
Fabricated Metal Products—SIC 34		
25.0	39.8	6.43
Transportation Equipment —SIC 37		
22.7	39.8	7.64
NONDURABLE GOODS		
187.3	39.7	5.98
Food and Kindred Products—SIC 20		
28.3	39.1	4.81
Textile Mill Products—SIC 22		
42.6	40.5	5.11
Apparel and Other Textile Products—SIC 23		
53.9	36.4	4.23
Paper and Allied Products—SIC 26		
19.4	45.6	9.29
Printing and Publishing—SIC 27		
10.0	38.5	6.51
Chemicals and Allied Products—SIC 28		
15.8	42.5	8.54
Rubber and Plastic Products—SIC 30		
14.7	. . . .	. . . .

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Anniston 1, 2, 9
Auburn 7 (Columbus, GA)
Bessemer 1 to 5 incl. (Birmingham)
Birmingham 1 to 5 incl., 8, 10, 11, 13, 14, 16, 17
Decatur 1, 2 (Huntsville)
Dothan 2, 3, 6, 13
Florence 1, 2 (13 thru Muscle Shoals)
Gadsden 1, 2 (commuter carriers only)
Huntsville 1, 2, 12, 13, 16
Mobile 1, 2, 4, 5, 11, 13, 15
Montgomery 1, 2, 3, 5, 7, 10, 13
Phenix City 2 (Columbus, Ga.)
Prichard 5 (Mobile)
Selma 1, 2, 7 (Montgomery)
Tuscaloosa 1, 2, 5, 13

Railroads

1. Louisville & Nashville
2. Southern
3. Seaboard Coast Line
4. Burlington & Northern
5. Illinois Central Gulf
6. Atlanta & Saint Andrews Bay
7. Family Lines

Airlines

8. American
9. Atlantic Southeast
10. Delta
11. Eastern
12. Pinehurst Arlns.
13. Republic
14. Scheduled Skyways
15. Texas Int'l.
16. United
17. U.S. Air

Before You Break G nd For A New Plant, We Do A Lo f Spadework.

We do more than encourage industry to expand or locate in Alabama.

Alabama Power works closely with state and local development programs to seek new and expanded industry. That means additional jobs for Alabama and sound economic growth for the local community.

And then, by pre-determining energy needs, we can help you plan for a plant that's energy efficient from the first day of operation.

Planning for our state's growth has always been a high priority at Alabama Power.

We opened the state's first industrial development department back in 1922, and today we continue that commitment to the economic good health of the area we have served for 75 years.

To find out how your company can take advantage of these services, write Alabama Power's Industrial Development Department, P.O. Box 2641, Birmingham, Alabama 35291. Or call (205) 250-1000. Alabama Power

the southern electric system

Circle 59 on Brochure Service Card

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Anniston — 1e, 2g
Auburn — 1e, 2g
Bessemer — 3e, 2g
Birmingham — 1e, 2g
Decatur — 10eg
Dothan — 4e, 5g
Florence — 6e, 7g
Gadsden — 1e, 2g
Huntsville — 8eg
Mobile — 1e, 9g
Montgomery — 1e, 2g
Phenix City — 1e, 12g
Prichard — 1e, 9g
Selma — 1e, 2g
Tuscaloosa — 1e, 2g

1. Alabama Power Co.
   600 N. 18th St., Birmingham 35291
2. Alabama Gas Corp.
   1918 First Ave. N., Birmingham 35295
3. Bessemer Electric Service
   P.O. Box 846, Bessemer 35021
4. Dothan Elec. Dept.
   126 N. St. Andrews St., Box 2128, Dothan 36302
5. Southeast Alabama Gas Dist.
   Hwy. 29N., Andalusia 36420
6. Florence Electricity Dept.
   110 W. College St., Box 877, Florence 35630
7. Hardin County Gas Co.
   P.O. Box 357, Florence 35630
8. Huntsville Utilities
   Box 2048, Huntsville 35804
9. Mobile Gas Service Corp.
   2828 Dauphin St., Mobile 36606
10. Decatur Utilities Dept.
    P.O. Box 2232, Decatur 35602
11. Alabama-Tennessee Natural Gas Co.
    P.O. Box 918, Florence 35630
12. Phenix City Dept. of Public Utilities
    1119 Broad St., P.O. Box 760, Phenix City 36867

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement		
Portland	2,491	108,438
Masonry	242	13,012
Clays (exc. bentonite)	2,022	29,832
Gem stones	NA	1
Lime	1,128	53,685
Sand & gravel	11,165	25,763
Stone:		
Crushed	23,433	82,270
Dimension	11	2,259
Combined value of native asphalt, bauxite, clays (bentonite), mica (crude), phosphate rock and salt		13,373
Grand Total Alabama 1980		**328,633**

* = Thousand short tons except as noted
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Birmingham	44	80	2844	1928
Dothan	51	81	1820	2505
Gadsden	43	79	3059	1751
Huntsville	41	80	3302	1808
Mobile	51	82	1684	2577
Montgomery	48	81	2269	2238
Selma	49	82	2000	2414
Tuscaloosa	45	81	2626	2138

Industrial Development Counselors

State Development Agency

Denton, Fred, Jr., Ind. Dev. Dir.
Alabama Development Office
c/o State Capitol
Montgomery 36130
205/832-6980

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

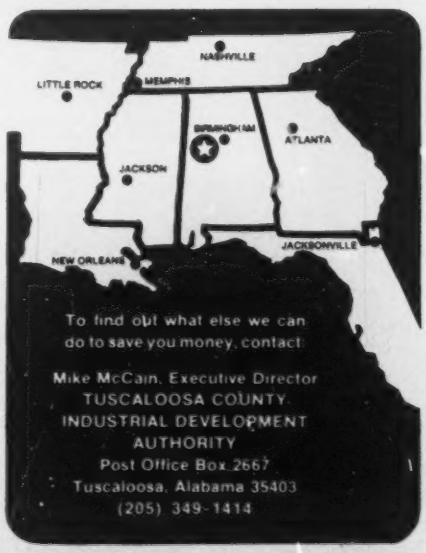
Birmingham
Nelson, George Thornton, V.P., Ind. Dev.
Alabama Power Co.
600 N. 18th St. 35291
205/323-5341 Ext. 2534

Tuscaloosa!

CONSIDERING A PLANT IN THE SOUTH? WE'D LIKE TO INVEST IN YOU!

TAKE A LOOK AT A FEW OF OUR ASSETS:

- A county of 136,000 on I-59/20, U.S. 82, U.S. 43 & U.S. 11
- 3 rail lines, 17 truck lines, and 5 commercial flights daily
- A navigable river, an inland port and local barge service
- An extra 5 million GPD of sewage treatment capacity
- Uninterruptible natural gas service
- Over 6,000 active applications for work on file
- Research support from the University of Alabama
- Ad valorem, sales, use and inventory tax exemptions
- $7,500 per acre sites in the new Jetport Industrial Park



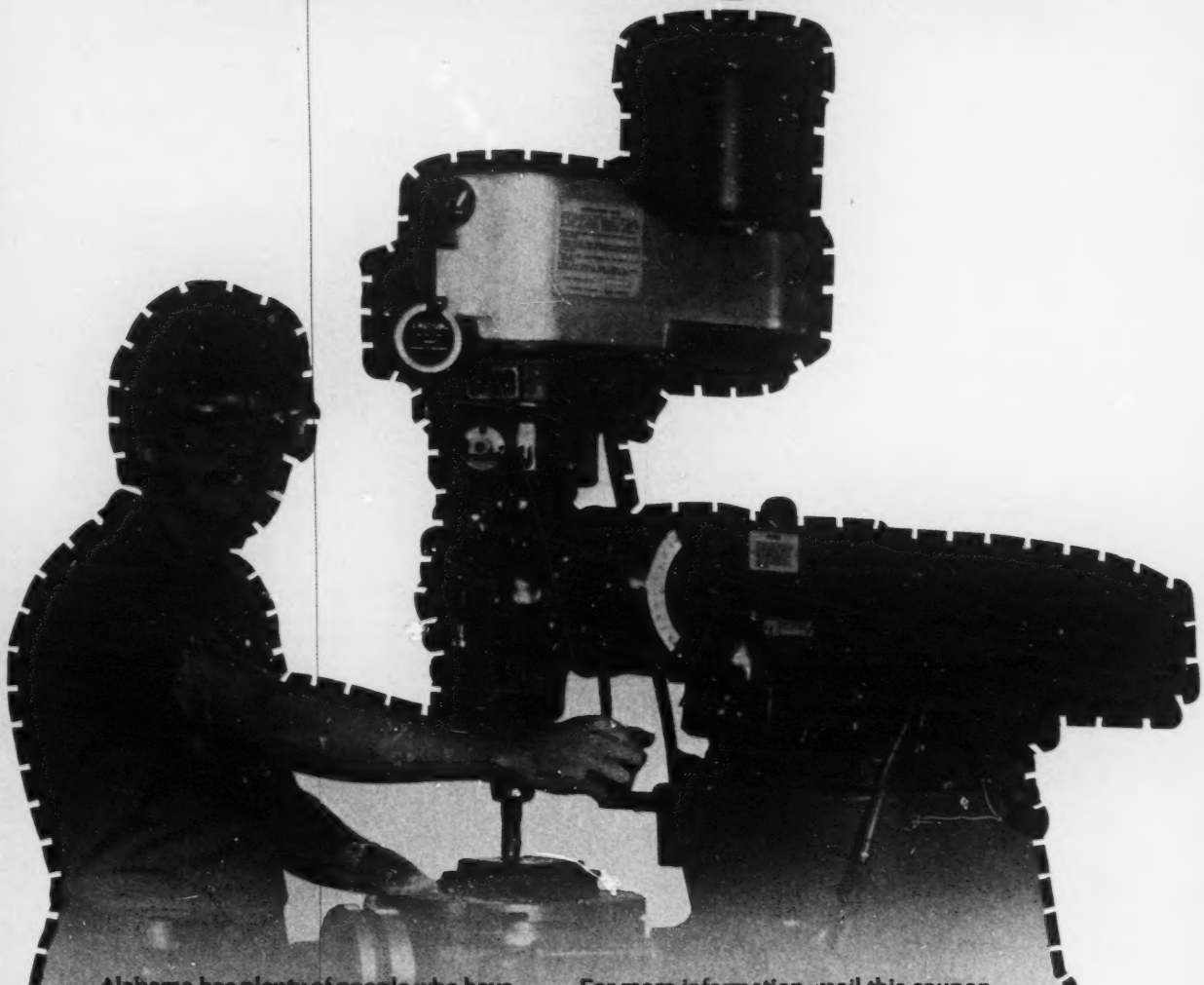
To find out what else we can do to save you money, contact:

Mike McCain, Executive Director
TUSCALOOSA COUNTY INDUSTRIAL DEVELOPMENT AUTHORITY
Post Office Box 2667
Tuscaloosa, Alabama 35403
(205) 349-1414

Sponsored by the Tuscaloosa County Private Industry Council

Circle 62 on Brochure Service Card

Our attitude is priceless. Our training is free.



Alabama has plenty of people who have a positive attitude about work.

And they're backed up with solid training.

Alabama offers industrial development job training second to none in the country. It's the model program other states are trying to imitate.

Our training begins in mobile units on site with the same kind of equipment used on the real job—even when that equipment is highly specialized such as with chemical processing or precision metal cutting.

Alabama's training assistance costs you nothing but it can mean everything in making you productive right from the start—and profitable sooner.

Cut out for Alabama where people are trained to your specifications and ready to work.

For more information, mail this coupon to Reuben Finney, Director, Alabama Development Office, State Capitol, Montgomery, Alabama 36130, or call him at (205) 832-6980.

Name_____

Title_____

Address_____

City_____ State_____ Zip_____

Phone_____

Alabama. Cut out for business.

Circle 58 on Brochure Service Card

Decatur
Washburn, John R., Exec. Dir.
North Alabama Ind. Dev. Assoc.
Box 1668, 35602
205/353-9450

Dothan
Hubbard, Dale J., CID, Pres.
Dothan/Houston C. of C.
300 N. Foster St.
P. O. Box 638, 36302
205/792-5138

Gadsden
McCain, Michael B., Exec. Dir.
Etowah Expansion Assoc., Inc.
P.O. Box 271, 35902
205/543-9423

Huntsville
Nerren, Guy B., C.I.D., Exec. Dir.
C. of C. of Huntsville-Madison Cty.
P.O. Box 408, 35804
205/533-4141

Livingston
Kinne, Dick M., Exec. Dir.
Ind. Dev. Brd. of Sumter Cnty
25 Washington St.
P.O. Box 1059, 35470
205/652-9303

Mobile
Hackney, Ted L., Mrg., Ec. Dev. Dept.
Area C. of C., Box 2187, 36601
205/433-6951
Merrihew, Lawrence L., V.P., I.D.
Merchants Ntl. Bank of Mobile
106 St Joseph, 36622
205/690-1594

Montgomery
Finney, Reuben, Dir.
Alabama Dev. Office
State Capitol, 36130
205/832-6980
Allen, Chuck
Ind. Dev. Dept.
First Alabama Bancshares, Inc.
P.O. Box 1448, 36102
205/832-8416

Selma
Finnell, Steve. Exec. Dir.
Selma/Dallas C. of C.
513 Lauderdale St.
P.O. Drawer D, 36701
205/875-7241

Tuscaloosa
McCain, Mike, Exec. Dir.
Tuscaloosa Cnty. Industrial
Development Authority
P.O. Box 2667, 35403
205/349-1414

Circle adjacent number on ACTION CARD for Alabama Free Literature

CIRCLE NO.

58 **STATE OF ALABAMA** — Industrial Development Guide. Detailed information concerning education, manpower, natural resources, transportation, financing & taxes.

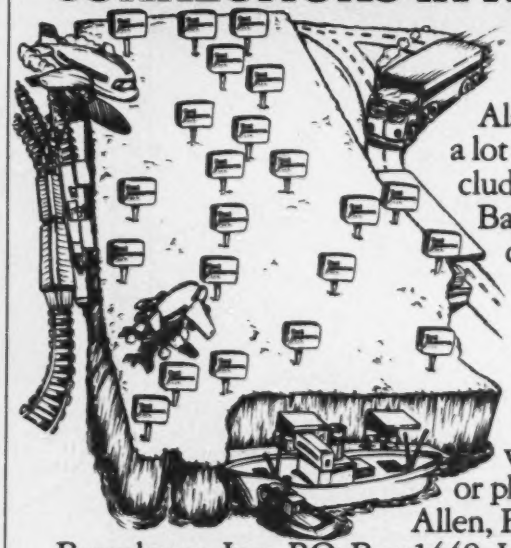
59 **ALABAMA POWER CO.**

60 **DOTHAN-HOUSTON CNTY. C. OF C.**

61 **FIRST ALABAMA BANCSHARES**

62 **TUSCALOOSA COUNTY INDUSTRIAL DEVELOPMENT AUTHORITY** — offers objective data on the economic and locational attributes of west central Alabama, including cost information on operating production facilities.

YOU CAN BANK ON GREAT CONNECTIONS IN ALABAMA.



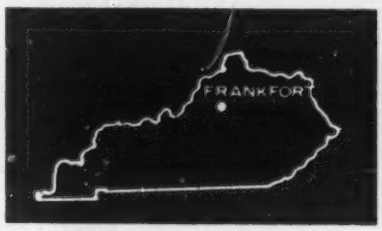
When you do business in Alabama, you've got a lot going for you. Including First Alabama Bancshares, a first class financial network with more than 100 offices in 22 cities.

Your great connections start with just one letter or phone call to Chuck Allen, First Alabama Bancshares, Inc., P.O. Box 1448, Industrial Development Dept., Montgomery, Alabama 36102, (205) 832-8416.

FirstAlabamaBank

Member FDIC

Circle 61 on Brochure Service Card



KENTUCKY

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, land, equipment, mfrs. distribution centers, pollution control, coal conversion, industrial transportation and minerals processing facilities, agribusiness facilities, medical facilities, and most commercial enterprises
- Recruiting, testing and job placement services

Tax rates:
- Corporate income tax ..3.0% to 6.0%
- Personal income tax .....2% to 6%
- Personal property tax .....$0.45 per $100 + local
- Real Estate Tax .....$0.229 per $100 + local
- Sales tax 5%
- Inventory tax .....$0.15 per $100 $0.45 per $100 + local on finished goods only)
- Equipment and machinery tax .....$0.15 per $100
- Incorporation tax .....$0.002 to .01
- Franchise tax $0.0007
- Gasoline tax .....$.09/gal. (of wholesale prices)

Advanced education facilities:
- Four-year colleges and universities 24
- Two-year or junior colleges 18
- Public vocational schools 83

Medical Facilities
- Hospitals 123
- Clinics .....NA

Labor Analysis:
- High School graduates 41,000
- Mfgr. workers in Unions 53%

Source: **Kentucky Department of Commerce**

Environment Controls

Air & Water Pollution

Commissioner, Bureau of Environmental Protection, Kentucky Dept. for Natural Resources & Environmental Protection, Capital Plz. Twr., Frankfort 40601. 502/564-2150

State Employment Security Agency

For additional labor market information: Bureau of Manpower Services 275 E. Main St., Frankfort 40601
502/564-7976

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
KENTUCKY	3,220.7	3,661.4
Ashland	29.2	27.1
Bowling Green	36.7	40.5
Covington	52.5	49.0
Frankfort	21.9	26.0
Hopkinsville	21.4	27.3
Lexington-Fayette	108.1	204.2
Louisville	361.7	298.5
Owensboro	50.3	54.5
Paducah	31.6	29.3

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Cincinnati, Ohio — Ky. — Ind.	1,387.2	1,401.4
Clarksville — Hopkinsville, Tenn. — Ky.	118.9	150.2
Evansville, Ind. — Ky.	285.0	309.4
Huntington — Ashland, W. Va. — Ky. — Ohio	286.9	311.4
Lexington — Fayette	266.7	318.1
Louisville, Ky. — Ind.	867.3	906.2
Owensboro	79.5	85.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
KENTUCKY		
273.1	38.7	8.11
Lexington — Fayette		
29.1	39.2	7.96
Louisville		
NA	NA	NA
Owensboro		
7.0	NA	NA

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Lexington—Fayette		
181.5	8.3	4.6
Louisville		
433.9	32.9	7.6
Owensboro		
43.5	3.0	7.0

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,209.4	. . . .	. . . .
MANUFACTURING		
276.1	39.1	7.34
DURABLE GOODS		
155.1	39.3	7.85
Lumber and Wood Products—SIC 24		
9.6	38.2	6.02
Furniture and Fixtures—SIC 25		
5.3	36.0	5.57
Stone, Clay, and Glass Products—SIC 32		
9.6	40.0	7.02
Primary Metal Industries—SIC 33		
18.4	40.4	10.44
Fabricated Metal Products—SIC 34		
18.6	39.8	7.33
Machinery, Except Electrical—SIC 35		
38.8	38.0	8.23
Electric & Electronic Eqpmt.—SIC 36		
35.5	38.9	7.45
Transportation Equipment—SIC 37		
11.6	44.3	9.35
NONDURABLE GOODS		
121.0	38.8	6.67
Food and Kindred Products—SIC 20		
22.3	41.3	7.36
Tobacco Manufactures—SIC 21		
10.7	38.3	8.31
Textile Mill Products—SIC 22		
6.2	34.6	4.57
Apparel and Other Textile Products—SIC 23		
27.3	37.0	4.38
Paper and Allied Products—SIC 26		
7.4	39.2	6.43
Printing and Publishing—SIC 27		
14.3	37.5	7.96
Chemicals and Allied Products—SIC 28		
15.8	42.1	8.55
Petroleum, and Coal Products—SIC 29		
3.6	56.7	9.25
Rubber and Plastics Products, NEC—SIC 30		
9.4	35.3	7.26
Leather and Leather Products — SIC 31		
4.0	36.7	4.51

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Louisville Ky-Ind 11/80
Office, professional & technical	
Clerks, payroll	5.63
Secretaries	7.08
Stenographers	(a)6.91
Switchbd opr-recep'ts	4.70
Drafters (Class A)	10.41
Electronics technician	10.32
Computer operators	8.58
Computer programmer (business)	9.08
Maintenance & powerplant (men)	
Carpenters	10.64
Electricians	10.98
Engineers, stat'ry	10.82
Machinists	11.45
Mechanics (machinery)	10.73
Tool & die makers	10.30
Custodial & material movement (men)	
Guards & watchmen	8.09
Janitors, porters & cleaners	7.34
Laborers, mat'l hdlg	8.23
Ship & receive clks	7.65
Truckdrivers	8.27
Forklift operators	8.22

(a) = mfg. & non-mfg. combined

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Ashland 1 (Huntington, W.V.)
Bowling Green 2 (Nashville, Tenn.)
Covington 1, 2 (Cincinnati, Ohio)
Frankfort 1, 2 (Lexington)
Hopkinsville 2, 5 (Clarksville, TN)
Lexington-Fayette 1, 2, 3, 11, 13, 16, 17, 20
Louisville 1 to 6, 8 to 12, 14 to 16, 18 to 21
Owensboro 2, 5, 8
Paducah 2, 5, 7, 8

Railroads

1. Chessie System
2. Louisville & Nashville
3. Southern
4. Conrail
5. Illinois Central Gulf
6. Milwaukee Road

Airlines

7. Air Illinois
8. Allegheny Commuter
9. American
10. Continental
11. Delta
12. Eastern
13. Frontier
14. New York Air
15. Ozark
16. Piedmont
17. Tennessee Airways
18. TWA
19. United
20. U.S. Air
21. Wright

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Ashland — 1e, 2g, 3g
Bowling Green — 4e, 5g
Covington — 6eg

Frankfort — 11e, 3g
Hopkinsville — 12e, 5g
Lexington-Fayette — 7e, 3g
Louisville — 8eg
Owensboro — 9e, 5g
Paducah — 10e, 5g

1. Kentucky Power Co.
   1701 Central Ave., Box 1428, Ashland 41101
2. Inland Gas Co., Inc.
   340 17th St., Ashland 41101
3. Columbia Gas of Ky., Inc.
   99 N. Front St., Columbus, Ohio 43215
4. Bowling Green Elec. Div.
   805 Center St., Box 478, Bowling Green 42101
5. Western Kentucky Gas Co.
   311 W. 7th St., Owensboro 42301
6. The Union Lt. Heat and Pwr. Co.
   139 E. 4th St., Cincinnati, Ohio 45202 & 107 Brent Spence Sq., Covington 41011
7. Kentucky Utilities Co.
   1 Quality St., Lexington 40507
8. Louisville Gas and Electric Co.
   311 W. Chestnut St., P.O. Box 32010, Louisville 40232
9. Owensboro Mun. Utilities
   115 E. 4th St., Owensboro 42301
10. Paducah Power System
    1400 Broadway, Box 180, Paducah 42001
11. Frankfort Elec. & Water Plant Bd.
    315 W. 2nd St., Frankfort 40601
12. Hopkinsville Elec. Plant Bd.
    101 N. Main St., Hopkinsville 42240

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (exc. ball clay)	748	3,692
Gem stones	NA	1
Sand & gravel (exc. ind.)	7,767	17,637
Stone (crushed, exc. crushed sand stone)	33,687	105,207
Combined value of ball clay, cement, lime, sand & gravel (industrial), and stone (crushed sandstone)		77,763
Grand Total Kentucky 1980		**204,300**

* = Thousand short tons except as noted
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Ashland	34	76	4555	1173
Bowling Green	36	78	4219	1467
Covington	31	76	5070	1080
Lexington	33	76	4729	1197
Louisville	33	77	4640	1268
Owensboro	35	78	4220	1444
Paducah	36	79	4025	1592

Industrial Development Counselors

State Development Agency

Lunsford, W. Bruce, Secretary
Kentucky Commerce Cabinet
Capital Plaza Towers — 24th Fl.
Frankfort, KY 40601
502/564-7670

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Frankfort
Lundsford, W. Bruce, Scty.
Commerce Cabinet
Commonwealth of Kentucky 40601
506/564-7670

Louisville
Kernen, Leonard T., C.I.D., V.P.
First National Bank,
Box 36000, 40232
502/581-6668

Peden, Katherine G., C.I.D.
Ind. Consultant/RE Brkr.
K. G Peden & Assoc., Inc.
Citizens Plaza #2306, 40202
502/589-6030

Owensboro
Lee, Joe W., Mgr. Public Affs.
Texas Gas Transmission Corp.
P.O. Box 1160, 42301
502/926-8686

Winchester
Coleman, James J., Dir. Ind. Dev.
E, KY Power Coop., Inc.
P.O. Box 707 40391, 606/744-4812

Circle adjacent number on ACTION CARD for Kentucky Free Literature

CIRCLE NO.
63 **STATE OF KENTUCKY** — *Kentucky Business and Personal Taxes*, also, *Kentucky Transportation Resources*. Info on the state that's run like a business.

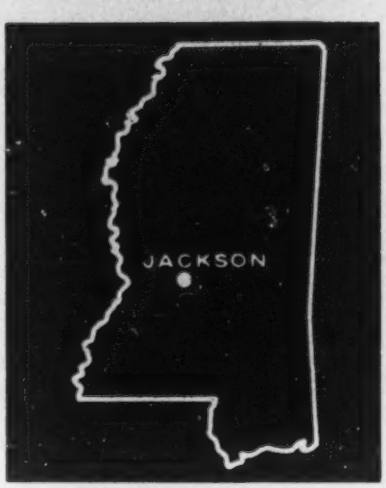
When you contact

the people listed in

PLANT LOCATION

tell them where you saw

their name



MISSISSIPPI

State Information

Financial assistance to industry:
- Tax exemptions
- Bonds for buildings, land & equipment
- Bonds for pollution control
- "Free Port" law
- Free start-up training

Tax rates:
- Corporate income tax .....3 to 4%
- Personal income tax .....(")
- Pers. Prop. tax .....10 year exemp. new mfrs.
- Sales Tax 5%
- Equipment and machinery tax 1%
- Franchise and incorp. tax .....$2.50/$1,000

Advanced education facilities:
- Four-year colleges and universities 21
- Two-year or junior colleges 24
- Vocational and business schools . 29

Source: **Mississippi Department of Economic Development**

Environment Controls

Air & Water Pollution

Bureau of Pollution Control Dir., Dept. of Natural Resources, 2380 Hwy. 80 W, P.O. Box 10385, Jackson 39209
601/961-5171

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980 —Thousands—
MISSISSIPPI	2,217.0	2,520.6
Biloxi	48.5	49.3
Columbus	25.8	27.4
Greenville	39.6	40.6
Gulfport	40.8	39.7
Hattiesburg	38.3	40.8
Jackson	154.0	202.9
Meridian	45.1	46.6
Pascagoula	27.3	29.3
Vicksburg	25.5	25.4

NA = Not Available

READY

. . . for YOU

Mississippi's "Key Communities" have met demanding criteria in preparing themselves to respond to the needs of industrial prospects. Mississippi's new, professional development agency set the criteria to assure that prospects' time will not be wasted.

A Key Community has established a local development organization. It has sites ready for occupancy. The local government is committed to support development. Community leaders have learned how to present their industrial potential and relevant quality-of-life factors.

These are the first communities to meet the standards of Mississippi's new Key Community Program:

LINCOLN COUNTY	LEE COUNTY
PIKE COUNTY	LAUDERDALE COUNTY
GRENADA COUNTY	WARREN COUNTY
LAWRENCE COUNTY	CLAY COUNTY
CITY OF JACKSON	MADISON COUNTY
CITY OF AMORY	CITY OF BAY SPRINGS

MISSISSIPPI'S KEY COMMUNITIES WON'T WASTE YOUR TIME.

READY RESPONSE
IT'S YOURS IN

MISSISSIPPI

For further information, contact
INDUSTRIAL DIVISION
DEPARTMENT OF ECONOMIC DEVELOPMENT
POST OFFICE BOX 849, JACKSON, MS 39205
601-354-6700

Circle 84 on Brochure Service Card

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Biloxi — Gulfport	160.1	191.9
Jackson	258.9	320.4
Memphis, Tenn. — Ark. — Miss.	834.1	912.9
Pascagoula — Moss Point	88.0	118.0

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
MISSISSIPPI		
219.1	39.4	6.11
Jackson		
18.8	39.5	6.54

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Jackson		
151.3	9.7	6.4

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Jackson 1/81	Memphis, Tenn.-Ark.-Miss. 11/80
Office, professional & technical		
Clerks, payroll	5.34	6.47
Secretaries	6.21	6.30
Stenographers	5.01	*6.02
Switchbd opr-receptionists	4.96	4.90
Drafters (Class A)	6.99	8.57
Electronics technicians	NA	(a)9.75
Computer operators	*7.48	5.99
Computer programmers (business)	*9.06	*8.67
Maintenance & powerplant (men)		
Carpenters	NA	(c)9.30
Electricians	7.83	10.24
Engineers, stationary	(a)6.65	9.85
Machinists	(a)8.40	9.81
Mechanics (machinery)	7.92	9.32
Tool & die makers	NA	9.23
Custodial & material movement (men)		
Guards & watchmen	6.87	*6.48
Janitors, porters & cleaners	5.11	*5.06
Laborers, material handling	6.04	4.87
Shipping & receiving clerks	6.10	6.44
Truckdrivers	5.01	5.83
Forklift operators	6.03	6.81

*Computed from available statistics
(c) = men & women
(a) = mfg. & non-mfg.

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
830.6	....	....
MANUFACTURING		
221.4	39.3	5.44
DURABLE GOODS		
121.6	40.2	5.80
Lumber and Wood Products—SIC 24		
23.1	41.5	4.94
Furniture and Fixtures—SIC 25		
17.0	37.0	4.91
Stone, Clay, and Glass Products—SIC 32		
7.1	41.5	5.72
Fabricated Metal Products—SIC 34		
10.2	....	....
Machinery, Except Electrical—SIC 35		
14.0	40.2	5.82
Electric & Electronic Eqpmt.—SIC 36		
20.9	39.6	6.18
Transportation Equipment—SIC 37		
20.3	41.0	7.42
Instruments and Related Products—SIC 38		
2.0	....	....
Miscellaneous Manufacturing Industries—SIC 39		
3.6	....	....
NONDURABLE GOODS		
99.8	38.1	4.96
Food and Kindred Products—SIC 20		
22.7	39.2	4.49
Textile Mill Products—SIC 23		
6.4	40.4	4.62
Apparel and Other Textile Products—SIC 23		
41.1	35.9	3.93
Paper and Allied Products—SIC 26		
7.2	41.0	8.31
Printing and Publishing—SIC 27		
5.8	37.2	5.39
Chemicals and Allied Products—SIC 28		
7.1	40.2	7.05
Petroleum and Coal Products—SIC 29		
1.8	....	....
Rubber and Plastics Products, NEC—SIC 30		
5.9	....	....
Leather and Leather Products—SIC 31		
2.0	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Biloxi 1 (Gulfport)
Columbus 2, 3, 4, 16
Greenville 2, 16, 17
Gulfport 1, 2, 16
Hattiesburg 2, 4 (16 through Laurel)
Jackson 2, 13, 14
Meridian 2, 4, 16
Pascagoula 1 (Mobile, Ala.)
Vicksburg 2 (Jackson)

Railroads

1. Louisville & Nashville
2. Illinois Central Gulf
3. Burlington Northern
4. Southern

Airlines

13. American
14. Delta
15. Frontier
16. Republic
17. Rio Airways

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Biloxi — 1e, 2g
Columbus — 3e, 4g
Greenville — 5e, 4g
Gulfport — 1e, 2g
Hattiesburg — 1e, 6g
Jackson — 5e, 4g
Meridian — 1e, 4g
Pascagoula — 1e, 7g
Vicksburg — 5e, 8g

1. Mississippi Power Co.
   2992 W. Beach, Gulfport 39501
2. Entex, Inc.
   151 E. Griffith St., Jackson 39202
3. Columbus Lt. and Water Dept.
   P.O. Box 949, Columbus 39701
4. Mississippi Valley Gas Co.
   711 W. Capitol St., Jackson 39203
5. Mississippi Power and Light Co.
   Electric Bldg., Jackson 39205
6. Willmut Gas and Oil Co.
   315 S. Main St., Hattiesburg 39401
7. Pascagoula Nat. Gas Sys.
   P.O. Drawer 205, Pascagoula 39567
8. Vicksburg Water & Gas Administration
   801 Washington St., Vicksburg 39180
9. The Union Gas Co.
   P.O. Box 4647, Jackson 39216

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,596	21,714
Lime	31	707
Sand & gravel (exc. industrial)	11,710	31,606
Combined value of cement magnesium compounds, industrial sand & gravel, and stone (crushed)		49,913
Grand Total Mississippi 1980		**103,940**

* = Thousand short tons

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Biloxi	52	82	1496	2682
Columbus	45	81	2673	2071
Greenville	44	82	2613	2219
Hattiesburg	50	81	1921	2393
Jackson	47	82	2300	2321
Meridian	47	81	2388	2231
Vicksburg	48	82	2144	2343

State Employment Security Agency

For additional labor market information: Employment Security Commission, P.O. Box 1699, 1520 W. Capitol St., Jackson 39205
601/354-8711

Industrial Development Counselors

State Development Agency

Hackett, Wm., Exec. Director
Mississippi Dept. of Economic Dev.
P.O. Box 849,
1200 Walter Sillers Bldg.
Jackson 39205, 601/354-6700

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Brookhaven
Ford, Charleigh D., Jr. C.I.D., EVP
Lincoln Cty. Ind. Dev. Foundation
P.O. Box 978, 39601
601/833-1411

Gulfport
Mgr., Ind. Dev.
Mississippi Power Co.
Box 4079, 39501
601/864-1211
Newcomb, Leslie, Exec. Dir.
Southern MS Planning & Dev. Dist.
1020 32nd Ave. 39501
601/868-2311

Jackson
Colvin Clark T., Area Div. Mgr.
Mississippi Power & Light
Box 1640, 39205
601/969-2343
Miller, James W., Ind. Dev. Mgr.
MS Econ. Dev.
1204 Walter Sillers Bldg.
P.O. Box 849, 39205
601/354-6700
Rhodes, Jack R., Ind. Dev. Dir.
Elec. Pwr. Assoc. of MS
P.O. Box 8656, 39204
601/922-2341
Wagner, Kenneth C., Dir.
MS Research & Dev. Center
Drawer 2470, 39205
601/982-6456

Meridian
Powell, James G., C.I.D. Exec. Dir.
Industrial Fdtn., P.O. Box 5493, 39301
601/693-1421

Pascagoula
Smith, Robt. D., Exec. Dir.
Jackson Cty. Ec. Dev. Fdtn Inc.
P.O. Box 1486, 39567
601/769-6432

Circle adjacent number on ACTION CARD for Mississippi Free Literature
CIRCLE NO.
64 **STATE OF MISSISSIPPI** — *Industrial Incentives* brochure provides a tabular comparison of the four major taxes confronting a new manufacturer locating in Mississippi, also included is information on financing and industrial training offered by the state.

TENNESSEE

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- "Free Port" law
- Investment Tax Credit

Tax rates:
- Corporate income tax ..... 6% net earnings
- Personal property tax .. varies locally
- Sales Tax ..... 4½% + 1-2¼% local
- Equip. and machinery tax ¼ of 1% state, 1982; No State, 1983; max. local $7.50
- Franchise tax ..... 15¢/$100
- corporation tax ..... graduated
- Gasoline tax ..... $.09/gal.

Advanced education facilities:
- Four-year colleges and universities 44
- Two-year or junior colleges 16
- Vocational and business schools . 29

Medical Facilities:
- Hospitals 160
- Clinics 9

Labor Analysis:
- High School graduates 54,860
- Mfgr. workers in unions & assns 19.3%

Source: **Tennessee Department of Economic & Community Development**

Environment Controls

Air Pollution

Air Pollution Control. Tennessee Dept. of Public Health, 256 Cordell Hull Building, Nashville 37219
615/741-3931

Water Pollution

Water Quality Control, Tennessee Dept. Public Health, 621 Cordell Hull Building, Nashville 37219
615/741-2275

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980 —Thousands—
TENNESSEE	3,926.0	4,590.8
Chattanooga	119.9	169.6
Clarksville	31.7	54.8
Cleveland	21.4	26.4
Columbia	21.5	25.8
Hendersonville	0.4	26.6
Jackson	40.0	49.1
Johnson City	33.8	39.8
Kingsport	31.9	32.0
Knoxville	174.6	183.1
Memphis	624.0	646.4
Murfreesboro	26.4	32.8
Nashville-Davidson	426.0	455.7
Oak Ridge	28.3	27.7

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980 —Thousands—
Chattanooga, Tenn. — Ga.	370.9	426.5
Clarksville — Hopkinsville, Tenn. — Ky.	118.9	150.2
Johnson City — Kingsport — Bristol, Tenn. — Va.	373.6	433.6
Knoxville	409.4	476.5
Memphis, Tenn. — Ark. — Miss.	834.1	912.9
Nashville-Davidson	699.3	850.5

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
TENNESSEE		
516.1	39.9	6.78
Chattanooga		
48.9	40.5	6.78
Knoxville		
52.1	39.2	7.62
Memphis		
58.0	40.3	7.62
Nashville — Davidson		
82.2	41.0	7.47

***Preliminary figures**

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Chattanooga		
192.9	16.8	8.7
Knoxville		
221.7	15.6	7.0
Memphis		
407.4	35.1	8.6
Nashville—Davidson		
422.2	26.6	6.3

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Chattanooga Tenn.-Ga. 9/81	Memphis Tenn.-Ark.-Miss. 11/80
Office, professional & technical		
Clerks, payroll	5.90	6.47
Secretaries	6.76	6.30
Stenographers	*7.68	*6.02
Switchbd opr-recept's	5.14	4.90
Drafters (Class A)	(a)6.74	(a)8.57
Electronics technicians	8.99	(a)9.75
Computer operators	6.41	6.99
Computer programmers (business)	9.11	*8.67
Maintenance & powerplant (men)		
Carpenters	8.60	(c)9.30
Electricians	9.15	10.24
Engineers, stationary	NA	9.85
Machinists	9.20	9.81
Mechanics (machinery)	8.44	9.32
Tool & die makers	8.59	9.23
Custodial & material movement (men)		
Guards & watchmen	6.12	*6.48
Janitors, porters & cleaners	6.24	*5.06
Laborers, mat'd hdlg	6.63	4.87
Ship & receiving clerks	NA	6.44
Truckdrivers	6.39	5.83
Forklift operators	6.66	6.81

*Computed from available statistics
(a) = mfg. & non-mfg.
(c) = men & women

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,734.6	....	....
MANUFACTURING		
504.4	39.4	6.00
DURABLE GOODS		
230.3	39.6	6.20
Lumber and Wood Products—SIC 24		
19.0	37.7	4.58
Furniture and Fixtures—SIC 25		
22.2	37.9	4.87
Stone, Clay, and Glass Products—SIC 32		
15.0	40.8	7.78
Primary Metal Industries—SIC 33		
19.4	40.2	8.50
Fabricated Metal Products—SIC 34		
33.1	40.4	6.31
Machinery, Except Electrical—SIC 35		
34.6	....	....
Electric & Electronic Equipment—SIC 36		
40.2	....	....
Transportation Equipment—SIC 37		
23.4	....	....
Instruments and Related Products—SIC 38		
6.8	39.2	5.38
Miscellaneous Manufacturing Industries—SIC 39		
10.8	....	....
NONDURABLE GOODS		
279.6	39.3	5.83
Food and Kindred Products—SIC 20		
38.9	40.4	6.16
Tobacco Manufacturers—SIC 21		
1.4	....	....
Textile Mill Products—SIC 22		
26.9	40.2	4.81
Apparel and Other Textile Products—SIC 23		
68.6	36.9	4.29
Paper and Allied Products—SIC 26		
17.9	41.7	7.29
Printing and Publishing—SIC 27		
26.4	....	....
Chemicals and Allied Products—SIC 28		
58.4	40.9	7.95
Petroleum and Coal Products—SIC 29		
0.7	....	....
Rubber and Plastics Products, NEC—SIC 30		
20.6	40.3	6.48
Leather and Leather Products—SIC 31		
19.9	38.9	4.65

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Chattanooga 2, 3, 18, 24, 29
Clarksville 2, 6, 30
Cleveland 3 (Chattanooga)
Columbia 2 (Nashville)
Hendersonville 2 (Jackson)
Jackson 2, 6, 31, 32
Johnson City 3, 13, 22, 25, 29 (thru Tri-City)
Kingsport 3, 13, 22, 25, 29 (thru Tri-City)
Knoxville 2, 3, 18, 21, 24, 25, 29, 32, 33
Memphis 2, 3, 6, 8, 10, 11, 12, 16, 17, 18, 21 to 25 incl., 27, 28, 31, 32
Murfreesboro 2 (Nashville)
Nashville-Davidson 2, 6, 18, 19, 20, 22 to 26, 28, 29, 30, 32, 33
Oak Ridge 2 (Knoxville)

Railroads

2. Louisville & Nashville
3. Southern
4. Norfolk & Western
6. Illinois Central Gulf
8. Cotton Belt Route
10. Rock Island Lines
11. Burlington Northern
12. Missouri Pacific Lines
13. Clinchfield

Airlines

16. Air Illinois
17. Arkansas Traveler
18. Delta
19. Eastern
20. TWA
21. United
22. Piedmont
23. American
24. Republic
25. U.S. Air
26. Ozark
27. Frontier
28. Braniff
29. Tennessee Airways
30. Allegheny Commuter
31. Rio Airways
32. Scheduled Skyways
33. Sunbird Airlines

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below. "e"=electric "g"=gas

Chattanooga — 1e, 2g
Clarksville — 4eg
Cleveland — 16e, 2g
Columbia — 17e, 15g
Hendersonville — 11e, 10g
Jackson — 3eg
Johnson City — 5e, 6g
Kingsport — 12e, 6g
Knoxville — 7eg
Memphis — 8eg
Murfreesboro — 11e, 15g
Nashville-Davidson — 9e, 10g
Oak Ridge — 13eg

1. Chattanooga Elec. Power Bd.
   537 Cherry St., Chattanooga 37402
2. Chattanooga Gas Co.
   811 Broad St., Chattanooga 37402
3. Jackson Util. Div.
   119 E. College St., Jackson 38301
4. Clarksville
   104 Public Square, Clarksville 37040
5. Johnson City Power Bd.
   100 N. Roan St., Box 1636, Johnson City 37601
6. Tenn.-Va. Energy Corp.
   P.O. Box 60, Johnson City 37601
7. Knoxville Utilities Bd.
   626 S. Gay St., Knoxville 37901
8. Memphis Light, Gas and Water Div.
   220 S. Main St., Box 430, Memphis 38101
9. Nashville Electric Service
   1214 Church St., Nashville 37246
10. Nashville Gas Co.
    814 Church St., Nashville 37203
11. Murfreesboro Elec. Dept.
    225 N. Walnut St., Box 9, Murfreesboro 37130
12. Kingsport Power Co.
    422 Broad St., Kingsport 37662
13. Oak Ridge Utility Dist. (Elec. Div.)
    Box 449 (Box 1), Oak Ridge 37830
15. United Cities Gas Co., Tenn. Div.
    1200 Parkway Towers, 404 James Robertson Pkwy., Nashville 37219
16. Cleveland Utilities
    2450 Guthrie Dr., Box 1479, Cleveland 37311
17. Columbia Power System
    201 Pickens La., Box 633, Columbia 38401

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,304	58,827
Masonry	132	7,241
Clays	1,188	22,844
Gem stones	NA	1
Phosphate rock (thous. metric tons)	1,582	12,765
Sand & gravel	8,921	24,930
Stone (crushed)	38,584	126,993
Stone(dimension)	10	883

Companies coming.

All kinds of companies are coming to Tennessee.

Companies like Staley, Westinghouse, Texas Instruments, Lucas, Magnavox, Sharp, Toshiba, Matsushita, and Nissan.

Why Tennessee?

Because our business climate is oriented to profit.

Because we're located right in the middle of America's major markets.

Because we have a work force that works, plenty of energy, and the most professional industrial training program anywhere.

And because we get new businesses up and running fast.

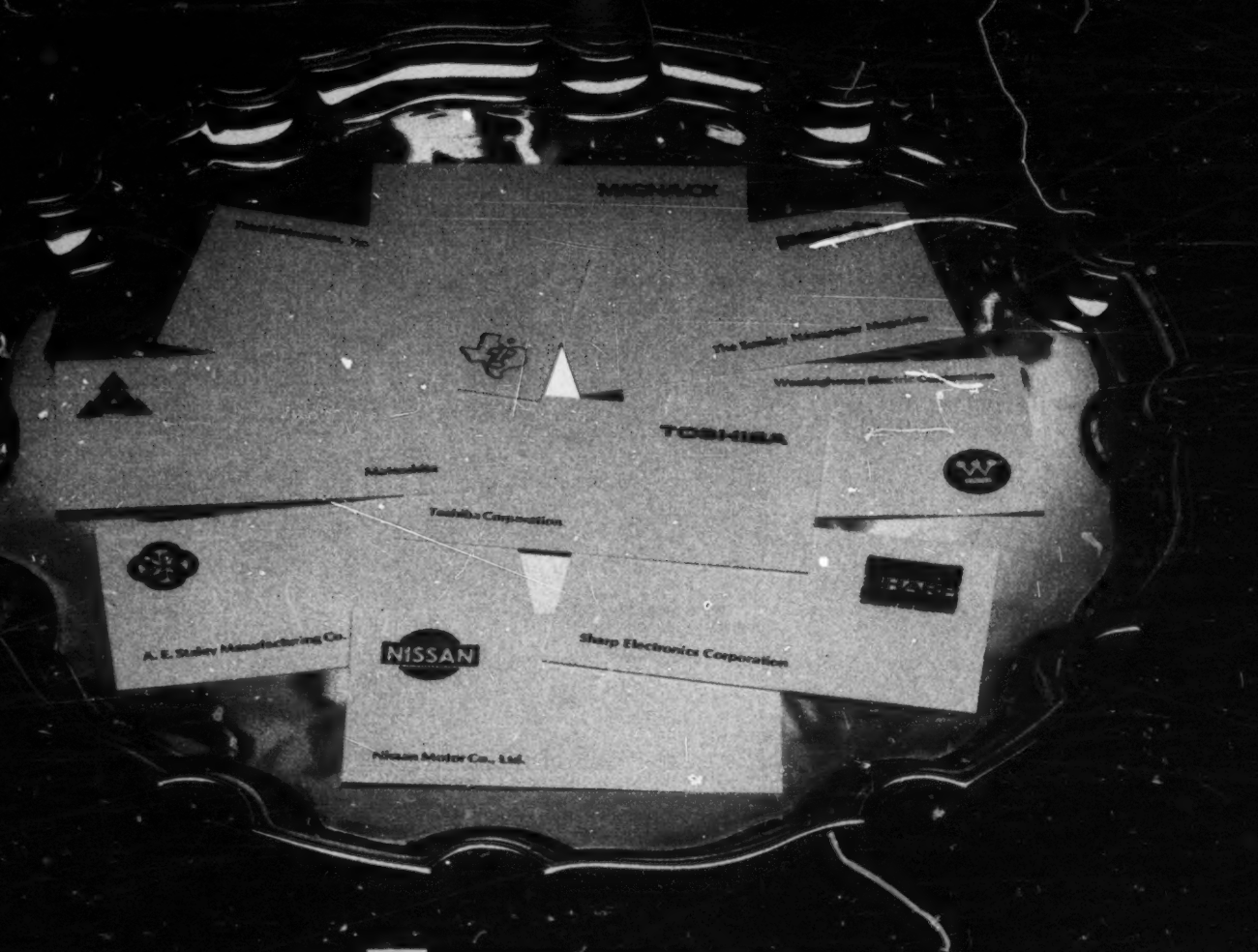
And that's not all.

They're coming, too, because there's plenty of evidence that business is thriving in Tennessee. Like the huge expansion programs now underway at Tennessee Eastman and Consolidated Aluminum.

And they're coming because they've learned that Tennessee is a great place to live. And work.

Come see Tennessee for yourself. We welcome your company.

Contact William H. Long, Tennessee Dept. of Economic & Community Development, Andrew Jackson Bldg., Box 1401, Nashville, TN 37219, 1-800-251-8594.



Tennessee

The right state at the right time

TENNESSEE

Zinc (recov. cont. of ores, etc.) (metric tons)	111,754	92,218
Combined value of barite, copper, lime, pyrites, and silver		47,133
Grand Total Tennessee 1980		**....393,635**

* = Thousand short tons except as noted
NA = Not available

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, Rm. 519 Cordell Hull State Office Bldg., Nashville 37219
615/741-2131

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. °F. Jan.	Jul.	Degree Days Heating	Cooling
Chattanooga	40	79	3505	1636
Clarksville	38	80	3757	1644
Jackson	39	79	3581	1644
Knoxville	41	78	3478	1569
Memphis	40	82	3227	2029
Murfreesboro	40	79	3450	1642
Nashville	38	80	3696	1694
Oak Ridge	38	77	3944	1367

1981 Profile

Primary Zinc

SIC Code: 3333

Industry data	
Value of industry shipments (mil $)	503.0
Value added (mil $)	133.0
Total employment (000)	3.3
Total number of establishments	6
Number of establishments with less than 20 employees	0
Percent of industry shipments accounted for by 4 largest companies	80

Major producing states accounting for largest percent of industry shipments:
ID (9%), TN (36%), IL (N.A.), MO (20%), NJ (9%)

Product data	
Value of product shipments (mil $)	680.0
Value of exports (mil $)	.9
Value of imports (mil $)	560.0
Exports as a % of shipments	0.1
Imports as a % of new supply[1]	45.2
Imports as a % of apparent consumption[2]	61.6

[1] New supply is the sum of product shipments plus imports.
[2] Apparent consumption is the sum of product shipments plus imports less exports.
Source: Bureau of the Census and Bureau of Industrial Economics. Estimates by Bureau of Industrial Economics.

Industrial Development Counselors

State Development Agency

Parish, John L., Commissioner & Long, William H.
Dept. of Economic Dev.
1007 Andrew Jackson Bldg.
Box 140
Nashville, 37219
615/741-1888
1-800/251-8594 toll free

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Blountville
Fesmire, James Exec. Dir.
Tri-City Ind. Comm. Box 1019
Tri-City Airport Box 1019, 37617
615/323-5151

Memphis
Cole, Kenneth O.
Ind. Dev. Rep.
Memphis Light, Gas & Water Div.
P.O. Box 430, 38101
901/528-4171

Mullis, J. Michael, C.I.D., Pres.
Sunbelt Location Consultants
3171 Directors Row — Suite 102
38131
901/332-4090

Stock, James B., Mktg. Dir.
Rivergate Ind. Port
Belz Investment Co., Inc.
5118 Park Ave. 38117
901/767-4780 Ext. 225

Worsham, M. S., Mgr.
Economic Dev.
Memphis Area C. of C.
Box 224 38101
901/523-2322

Nashville
Askegren, Kenneth, Mgr.
Ind. Dev.
Southern Rwy. System
Life & Casualty Tower — 19th flr.
4th & Church St., 37219
615/254-3398

Harris, Fred H., Dir.
Chamber of Commerce
161-4th Ave. North
37219
615/259-3900

Hartman, H. Carl, Jr., Dir.
Power Use Div.
Nashville Elec. Svc.
1214 Church St., 37246
615/747-3689

Circle adjacent number on ACTION CARD for Tennessee Free Literature

CIRCLE NO.

66 STATE OF TENNESSEE — Eight fact-filled booklets with detailed information on financing building costs, business regulations and taxes, transportation, utilities, education and industrial training, and livability from the TN Dept. of Econ. & Comm. Dev.

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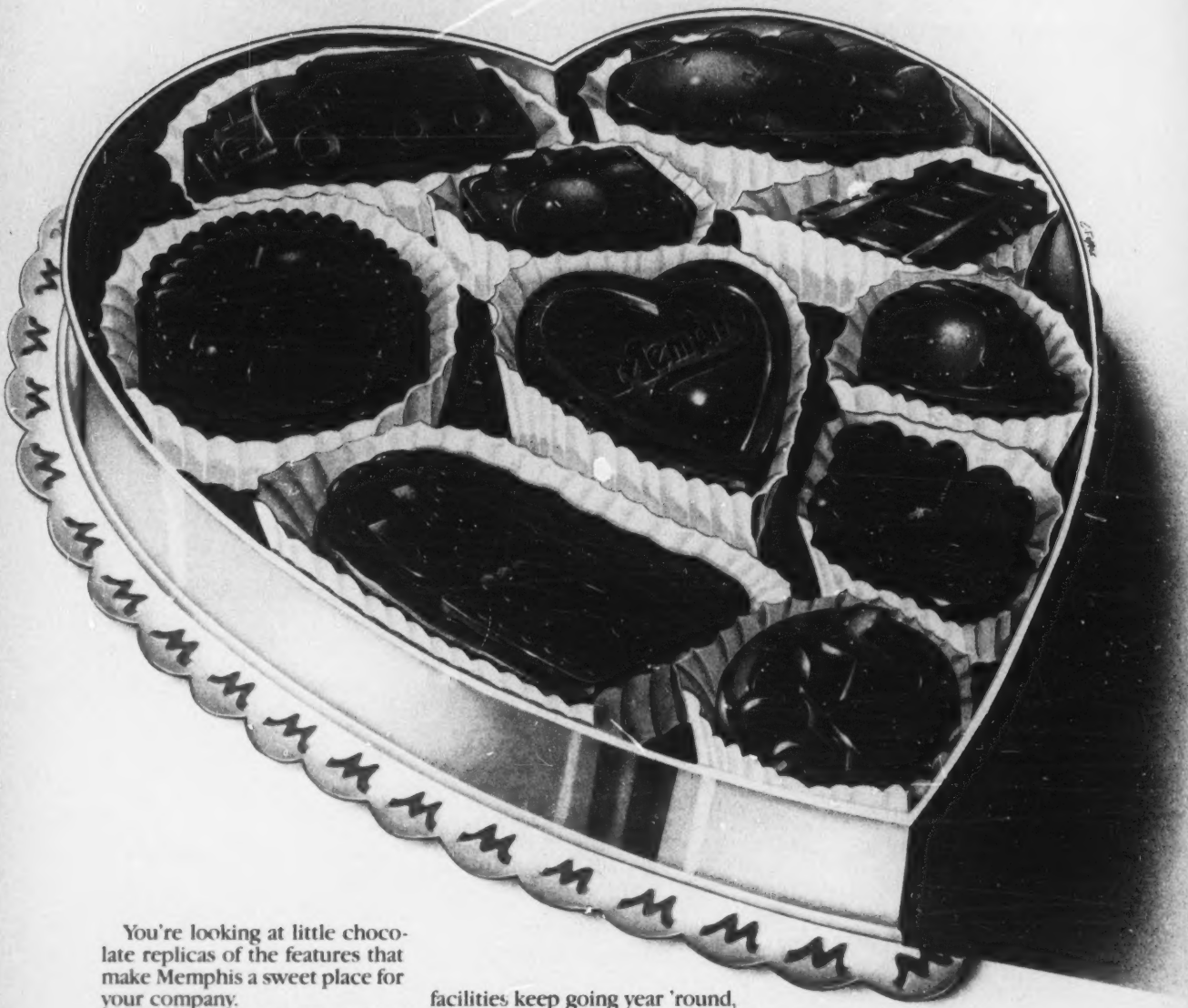

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By air.
By rail.
By truck.
By river.

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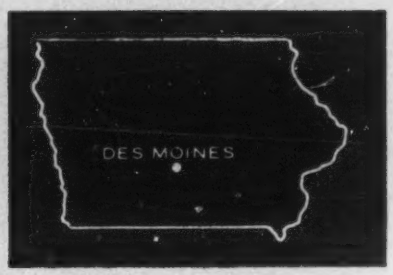
Just call or write: M.S. "Bud" Worsham, V.P. Manager, Economic Development, Memphis Area Chamber of Commerce, P.O. Box 224-B, Memphis, TN 38101. 901/523-2322.

MLGW

This campaign is in cooperation with Memphis Light, Gas and Water Division, City of Memphis.

Circle 65 on Brochure Service Card

WEST NORTH CENTRAL • NEBRASKA



IOWA

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Bonds for warehousing
- Bonds for company headquarter facilities
- Aid for job training
- Loans thru Iowa Bus. Dev. Cred. Corp.

Tax rates:

- Corp. income tax .....6-10% (Iowa sales only)
- Personal income tax .... ½%-13%, indexed for inflation
- Pers. prop. tax ..... varies locally (none by 1983)
- Sales tax 3%
- Equipment and machinery tax .....same as property
- Franchise and incorporation tax .....5-$3,000

Advanced education facilities:

- State universities 3
- Private colleges 38
- Area vocational & community colleges 15

Souce: **Iowa Development Commission**

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
IOWA	2,825.4	2,913.4
Ames	39.5	45.8
Bettendorf	22.1	27.4
Burlington	32.4	29.5
Cedar Falls	29.6	36.3
Cedar Rapids	110.6	110.2
Clinton	34.7	32.8
Council Bluffs	60.3	56.4
Davenport	98.5	103.3
Des Moines	201.4	191.0
Dubuque	62.3	62.3
Fort Dodge	31.3	29.4
Iowa City	46.9	50.5
Marshalltown	26.2	26.9
Mason City	30.4	30.1
Ottumwa	29.6	27.4
Sioux City	85.9	82.0
Waterloo	75.5	76.0

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Cedar Rapids	163.2	169.8
Davenport — Rock Island, Moline, Iowa — Ill.	362.6	384.0
Des Moines	313.6	338.0
Dubuque	90.6	93.7
Iowa City	72.1	81.7
Omaha, Nebr. — Iowa	542.6	570.4
Sioux City, Iowa — Nebr.	116.2	117.5
Waterloo — Cedar Falls	132.9	138.0

State Employment Security Agency

For additional labor market information:
Job Service of Iowa, 1000 E. Grand Ave.,
Des Moines 50319
515/281-5387

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
IOWA		
234.3	39.6	9.84
Cedar Rapids		
26.1	40.2	9.81
Des Moines		
23.9	38.4	10.53
Dubuque		
13.7	39.9	11.05
Sioux City		
9.3	37.7	7.65
Waterloo — Cedar Falls		
21.9	38.5	13.02

***Preliminary figures**

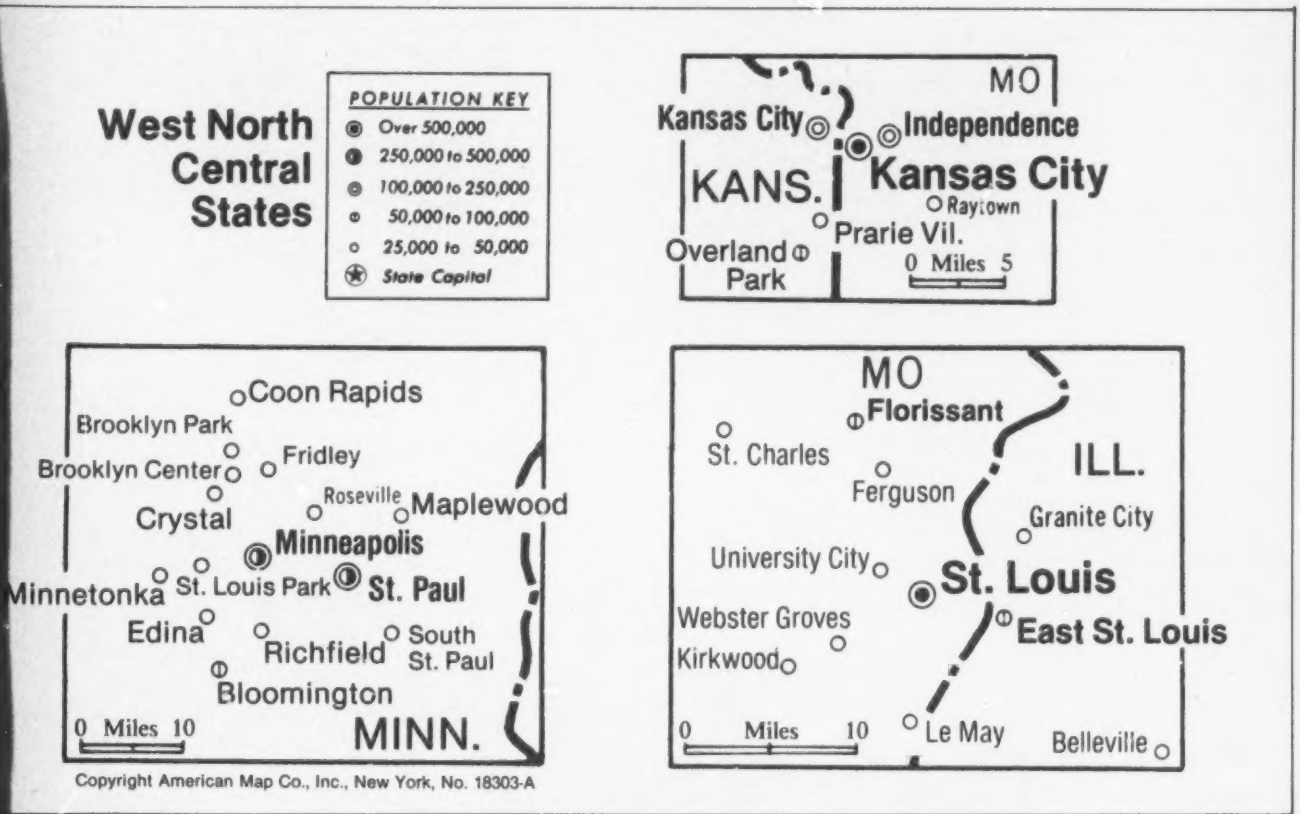
Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Cedar Rapids		
87.1	6.3	7.2

• IOWA • KANSAS • MINNESOTA • MISSOURI

• NORTH DAKOTA • SOUTH DAKOTA



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Des Moines		
183.7	11.9	6.5
Dubuque		
45.8	5.3	11.7
Sioux City		
54.4	4.1	7.5
Waterloo—Cedar Falls		
68.2	5.1	7.5

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Davenport Rock Island, Moline, Ia./Ill. 2/81
Office, professional & technical	
Clerks, payroll	8.74
Secretaries	10.05
Stenographers	*9.12
Switchbd opr-rucep'ts	6.43
Drafters V	10.30
Electronics technicians	9.28
Computer operators	10.79
Computer programmers (business)	12.03
Maintenance & powerplant (men)	
Carpenters (men & women)	11.63
Electricians (men & women)	12.20
Engineers, stationary (men & women)	12.17
Machinists	10.72
Mechanics (machinery) (men & women)	11.78
Tool & die makers (men & women)	12.69
Custodial & material movement (men)	
Guards and watchmen (men & women)	10.18
Janitors, porters & cleaners (men & women)	8.96
Laborers, mat'l hdlg (men & women)	9.28
Ship & receive clerks (mfg. & non-mfg. combined)	5.86
Truckdrivers	9.07
Forklift operators (men & women)	9.93

*Computed from available statistics

Environment Controls

Air Pollution

Charles Miller, Dir., Air & Land Quality Div., Iowa Dept. of Environmental Quality, Wallace State Office Building, Des Moines 50319. 515/281-8853

Water Pollution

Edward Brown, Dir., Chemicals & Water Quality Div., same address as above 515/281-8862

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,101.4	. . . .	. . . .
MANUFACTURING		
243.5	39.6	8.67
DURABLE GOODS		
149.1	40.1	8.70
Stone, Clay, and Glass Products—SIC 32		
6.4	43.3	7.93
Primary Metal Industries—SIC 33		
8.5	42.9	9.70
Fabricated Metal Products—SIC 34		
19.4	39.5	7.01
Machinery, Except Electrical—SIC 35		
63.9	41.2	10.36
Electric & Electronic Eqpmt.—SIC 36		
25.1	38.4	7.47
Transportation Equipment—SIC 37		
7.4	36.4	6.54

NONDURABLE GOODS
94.5 38.8 8.63
Food and Kindred Products—SIC 20
48.9 39.7 9.55
Apparel and Other Textile Products—SIC 23
4.1 34.6 4.53
Paper and Allied Products—SIC 26
4.0 40.2 6.88
Printing and Publishing—SIC 27
17.9 36.0 7.82
Chemicals and Allied Products—SIC 28
7.6 41.6 8.46
Rubber and Plastics Products, NEC—SIC 30
9.8 38.1 8.58

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Ames 4 (Des Moines)
Bettendorf 1, 2, 5 (Moline, IL)
Burlington 1, 2, 16, 18, 20, 22
Cedar Falls 2, 4, 6 (Waterloo)
Cedar Rapids 2, 4, 6, 20, 21, 22
Clinton 1, 2, 4, 5, 22
Council Bluffs 1 to 7 incl. (Omaha, Nebr.)
Davenport 1, 5 (Moline, Ill.)
Des Moines 1, 2, 3, 4, 17, 20 to 23, 25, 26, 27
Dubuque 1, 5, 6, 22
Fort Dodge 4, 6, 20
Iowa City 5 (Cedar Rapids)
Marshalltown 4 (Des Moines)
Mason City 2, 4, 5, 20
Ottumwa 1, 2, 3, 5, 22
Sioux City 1, 4, 5, 6, 19, 20, 26
Waterloo 2, 4, 6, 20

Railroads

1. Burlington Northern
2. Rock Island Lines
3. Norfolk & Western
4. Chicago & North Western
5. Milwaukee Road
6. Illinois Central Gulf
7. Union Pacific

Airlines

16. Air Illinois
17. Air Midwest
18. Britt Airways
19. Northern Arlns
20. Ozark
21. United
22. Mississippi Valley
23. Braniff
24. American
25. Frontier
26. Republic
27. TWA

Is There a Cure For Industrial Site-osis?

Take 10 and call us in the morning!

Take 10 minutes to view our video tape. It contains an industrial strength dosage of location qualities guaranteed to cure all site related ailments. . . . . Yes, Sioux City.

Call Gary Owens, Industrial Development Council at:

(712) 258-7577

Or Write: 101 Pierce Street, Sioux City, IA 51101

(3/4" or 1/2" video cassettes available)

Circle 68 on Brochure Service Card

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Ames — 1e, 2g
Bettendorf — 4eg
Burlington — 3eg
Cedar Falls — 7eg
Cedar Rapids — 2e, 4g
Clinton — 5eg
Council Bluffs — 6e, 8g
Davenport — 4eg
Des Moines — 6eg
Dubuque — 5e, 8g
Fort Dodge — 4eg
Iowa City — 4eg
Marshalltown — 2eg
Mason City — 5eg
Ottumwa — 3e, 4g
Sioux City — 9eg
Waterloo — 9eg

1. Ames Elec. System
   5th & Carroll, Ames 50010
2. Iowa Elec. Light and Power Co.
   Iowa Elec. Tower, 200 1st St., SE, Cedar Rapids 52401
3. Iowa Southern Utilities Co.
   300 Sheridan Ave., Centerville 52544
4. Iowa-Illinois Gas and Electric Co.
   209 E. Second St., Davenport 52808
5. Interstate Power Co.
   1000 Main St., Dubuque 52001
6. Iowa Power and Light Co.
   666 Grand Ave., P.O. Box 657, Des Moines 50303
7. Cedar Falls Utilities
   612 E. 12th St., Cedar Falls 50613
8. Peoples Natural Gas Co.
   25 Main Pl., Council Bluffs 51501
9. Iowa Public Service Co.
   401 Douglas St., Box 778, Sioux City 51102

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,998	101,008
Masonry	48	3,340
Clays	754	2,555
Gypsum	1,468	13,136
Peat	11	276
Sand & gravel (exc. industrial)	12,683	32,722
Stone (dimension)	10	509
Stone (crushed)	26,542	92,603
Combined value of other nonmetals.		5,727
Grand Total Iowa 1980		**251,876**

* = Thousand short tons

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Ames	19	74	6824	782
Burlington	23	75	6149	994
Cedar Rapids	20	74	6601	812

THE LIMOUSINE... AND THE 2-DOOR COUPE.

Some people don't mind paying more for luxury. But if getting where you want to go is how you measure a car's value, the coupe is a far better buy than the limousine.

The same holds true for a plant workforce. You need not pay more for skilled, hard-working labor — not if your plant's in Iowa.

There's something special at work here. Iowa people. Their hearts are in their jobs, and their minds and hands are quick to adapt to new tasks.

The result is workers who average 63.5 weeks of productive work per year and return more than $4 in value added for every $1 in wages.

Absenteeism and turnover rates are very low. Training aptitude? Exceptionally high.

For more about Iowa's unique industrial potential, contact Dean Chandler, Director of Area Development, Iowa Power and Light Company, P.O. Box 657, Des Moines, Iowa 50303. Telephone 515/281-2329. We've prepared a series of community profiles on 14 cities in our service area. And, Dean can supply information on affordable plant sites and available buildings.

Or, better yet, why not accept the invitation of Jim Lyon, our president, to visit the area we serve and let us show you what we have to offer. You'll be our guest, and we'll put you in touch with the people who have found Iowa a good business choice. Your visit can be as high- or low-profile as you'd prefer.

Call today so we can make the arrangements. We'll help you make the best use of your time here — from the moment we pick you up at the airport.

How will you know it's us? We'll be driving the 2-door coupe.

Iowa Power and Light Company
Des Moines, Iowa

Circle 87 on Brochure Service Card

IOWA/KANSAS

Clinton	22	74	6381	871
Des Moines	19	75	6710	928
Dubuque	18	72	7277	606
Fort Dodge	18	74	7072	779
Iowa City	21	74	6404	886
Marshalltown	19	74	6875	807
Mason City	15	72	7667	633
Sioux City	18	75	6953	932
Waterloo	16	73	7415	675

Industrial Development Counselors

State Development Agency

Kraft, Ron, Director
Ind. Dev. Div.
Iowa Dev. Commission
250 Jewett Bldg.
Des Moines 50309
515/281-3500

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 00.

Utilities, Banks, Areas & Others

Burlington
McLaury, Hugh C., Mgr.
Burlington Area Dev. Corp.
Box 1024, 52601
319/752-2320

Centerville
Knedler, James I.
Iowa Southern Utilities
300 Sheridan Ave. 52544
515/437-4400

Davenport
Wetzel, John H., Comm. Dev. Rep.
Ind. Eng. Dept.
Iowa-Illinois Gas & Electric Co.
206 E. 2nd St. 52801
319/326-7135

Des Moines
Threlkeld, Mark, Dir.
Greater Des Moines
Federation C. of C.
800 High St.
515/286-4978

Chandler, Dean, Dir.
Area Development Dept.
Iowa Power & Light Co.
P.O. Box 657, 50303
515/281-2329

Ottumwa
Byrum, H. S., C.I.D., Exec. V.P.
Ottumwa Area Dev. Corp.
106 North Ct. Box 308, 52501
515/682-0846

Sioux City
Ivarsen, Glenn, Mgr., AD
Iowa Public Service Co.
P.O. Box 778 51102
712/277-7710

Owens, Gary, Exec. Dir.,
Industrial Development
Council of Sioux City
101 Pierce St. 51101
712/258-7577

Circle adjacent number on ACTION CARD for Ohio Free Literature

CIRCLE NO.

152 **STATE OF IOWA** — Information on approximately 200 Iowa communities & available buildings data to potential site seekers from the Iowa Dev. Cmsn.

68 **SIOUX CITY** — Greater Sioux City is ready, willing and able to help you locate your company and begin producing quickly and efficiently. Get the facts and you'll say "Yes, Sioux City," too.

KANSAS

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for land and equipment
- Aid for job training
- "Free Port" law
- Kansas City Foreign Trade Zone

Tax rates:
- Corporate income tax .....4½% plus 2¼% surtax on income in excess of $25,000 of net income
- Personal income tax 2-9%
- Personal property tax .. varies locally
- Sales tax 3%
- Franchise and incorp. tax $20-$2,500
- Gasoline tax .....$.08

Advanced education facilities:
- Four-year colleges and universities 24
- Two-year or junior colleges 19
- Vocational and technical schools . 16

Medical Facilities:
- Hospitals 164
- Clinics ..... NA

Labor Analysis:
- High School graduates 31,315
- Nonagricultural workers in Unions 12.8%

Source: **Kansas Department of Economic Development**

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
KANSAS	2,249.1	2,363.2
Emporia	23.3	25.3
Hutchinson	36.9	40.3
Kansas City	168.2	161.1
Lawrence	45.7	52.7
Leavenworth	25.1	33.7
Manhattan	27.6	32.6
Olathe	17.9	37.3
Overland Park	77.9	81.8
Salina	37.7	41.8
Shawnee	20.9	29.7
Topeka	125.0	115.3
Wichita	276.6	279.3

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Kansas City, Mo. — Kans.	1,273.9	1,327.0
Lawrence	57.9	67.6
Topeka	180.6	185.4
Wichita	389.4	411.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
KANSAS		
184.0	40.5	8.30
Lawrence		
4.7	....	....
Topeka		
9.3	39.5	9.47
Wichita		
62.0	40.8	9.04

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Lawrence		
36.8	1.7	4.5
Topeka		
96.9	5.7	5.8
Wichita		
232.6	9.8	4.2

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Wichita 4/81	Kansas City Mo-Kan 9/81
Office, professional & technical		
Clerks, payroll	6.76	6.54
Secretaries	7.94	6.79
Stenographers	7.65	6.81
Switchbd opr-receptionists	5.11	4.94
Drafters V	10.14	10.15
Electronic tech'ns	NA	10.06
Computer operators	7.36	7.45
Computer programmers (business)	9.08	9.48

Maintenance & powerplant (men)		
Carpenters	9.33	10.11
Electricians	9.70	11.50
Engineers, stationary	*9.24	11.29
Machinists	*11.16	11.98
Mechanics (machinery)	9.05	10.50
Tool & die makers	10.58	11.50
Custodial & material movement (men)		
Guards and watchmen	8.13	9.07
Janitors, porters & cleaners	7.47	8.32
Laborers, material handling	5.45	7.92
Shipping & receiving clerks	6.30	6.52
Truckdrivers	7.16	9.14
Forklift operators	NA	9.37

*mfg. & non-mfg. combined

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
949.0	....	....
MANUFACTURING		
189.5	40.3	7.34
DURABLE GOODS		
122.2	40.1	7.35
Stone, Clay, and Glass Products—SIC 32		
7.7	....	....
Primary Metal Industries—SIC 33		
3.9	....	....
Fabricated Metal Products—SIC 34		
12.7	37.9	6.24
Transportation Equipment—SIC 37		
50.7	40.8	8.35
NONDURABLE GOODS		
67.3	40.8	7.30
Food and Kindred Products--SIC 20		
23.1	43.3	7.24
Apparel and Other Textile Products—SIC 23		
3.6	39.1	4.05
Printing and Publishing—SIC 27		
16.6	....	....
Chemicals and Allied Products—SIC 28		
8.8	....	....
Petroleum and Coal Products—SIC 29		
4.7	41.8	9.69

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Emporia 1 (Topeka)
Hutchinson 1, 3, 9, 16
Kansas City 1 to 9 (Kansas City, Mo.)
Lawrence 1, 7 (Topeka)
Leavenworth 1, 3, 4, 5 (Kansas City, Mo.)
Manhattan 7, 11, 15
Olathe 1, 5 (Kansas City, Mo.)
Overland Park (Kansas City, Mo.)
Salina 1, 3, 7, 10, 15
Shawnee (Kansas City, Mo.)
Topeka 1, 3, 7, 9, 10, 11, 15, 16
Wichita 1, 3, 5, 10, 12 to 18

Railroads

1. Santa Fe Railway
2. Rock Island Lines
3. Missouri Pacific Lines
4. Chicago & North Western
5. Burlington Northern
6. Kansas City Southern
7. Union Pacific
8. Katy

Airlines

9. St. Louis Southwestern
10. Oklahoma, Kansas & Texas
11. Capitol Air Serv.
12. Continental
13. TWA
14. Braniff
15. Frontier
16. Air Midwest
17. Republic
18. United

Environment Controls

Air & Water Pollution

Gerald, Stoltenberg, Dir., Div. of Environmental Health, Bldg. 740, Forbes A.F.B., Topeka 66620. 913/862-9360

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Emporia — 1eg
Hutchinson — 1eg, 2g, 5g
Kansas City — 3e, 2g
Lawrence — 1e, 6g
Leavenworth — 1eg
Manhattan — 1eg
Olathe — 1e, 8g
Overland Park — 7e, 2g, 8g
Salina — 1eg
Shawnee — 7e, 2g
Topeka — 1e, 2g
Wichita — 4e, 2g

1. Kansas Power and Light Co. 818 Kansas Ave., P.O. Box 889, Topeka 66601
2. Gas Service Co. 2460 Pershing Rd., Kansas City, Mo. 64108
3. Kansas City Bd. of Pub. Uts. 700 Minnesota Ave., Kansas City 66101
4. Kansas Gas and Elec. Co. 201 N. Market St., Wichita 67201
5. Arkansas Louisiana Gas Co. 525 Milam, Shreveport, La. 71151
6. Kansas Public Service Co. 733 Massachusetts St., Lawrence 66044
7. Kansas City Power & Light Co. 1330 Baltimore Ave., Kansas City, Mo. 64105
8. Union Gas System, Inc. 112 W. Myrtle St., Independence 67301

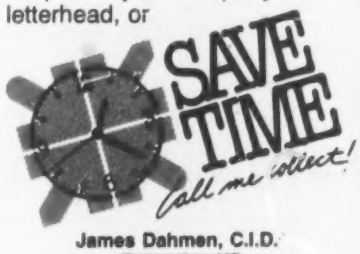
State Employment Security Agency

For additional labor market information: Employment Security Division, Research & Analysis, Dept. of Human Resources, 401 Topeka Blvd., Topeka 66603
913/296-5058

Do You Need --

- Men and women for small parts assembly, trained or trainable, under-employed but proud and productive?
- People who cherish their Right To Work, protected by state constitution?
- Industrial parks to build on new, or buildings to move into now (some still under original 7-9% IRB!) with assumable financing?

Southeast Kansas offers you these — and more — genuine, measurable advantages, and Mid-America, inc. offers you professional non-profit service with a Certified Industrial Developer* heading our staff. Our building and site data is current, comprehensive, confidential, and free. Learn more about this productive center of the USA. Clip this coupon to your company letterhead, or



James Dahmen, C.I.D.
Executive VP
Mid-America, inc.
(316) 421-6350

NAME _____
TITLE _____ PHONE _____
COMPANY _____
ADDRESS _____
CITY, STATE, ZIP _____

Mid-America, inc.
P.O. Box 708
Parsons, Kansas 67357

Circle 69 on Brochure Service Card

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,835	86,103
Masonry	60	3,310
Clays	886	2,325
Salt (exc. brine)	1,572	64,276
Sand & gravel (exc. industrial)	12,124	23,817
Stone (crushed)	17,398	54,731
Stone (dimension)	16	937
Combined value of gypsum, helium (high purity & crude), lime, salt (brine), pumice and sand & gravel (industrial)		26,094
Grand Total Kansas 1980		**261,593**

* = Thousand short tons

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Lawrence	30	79	4728	1526
Leavenworth	29	78	5049	1385
Manhattan	29	79	5085	1501
Salina	30	81	4992	1627
Topeka	28	78	5243	1361
Wichita	31	81	4687	1673

Industrial Development Counselors

State Development Agency

Schwartz, Charles H., Secretary
Kansas Dept. of Eco. Dev.
503 Kansas, 6th Floor
Topeka 66603
913/296-3483

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Abilene
Cecil, Gregory A., Exec. VP
Abilene Ind. Corp.
409 N.W. 3rd — P.O. Box 446, 67410
913/263-1770

Hutchinson
Daveline, Jon R., Exec. V.P.
Hutchinson Ind. Dev. Corp., Inc.
300 N. Main, Box 519, 67501
316/663-1921

Junction City
Majerus, John C., Exec. Dir.
Junction City-Geary Cty. Ec. Dev. Comm., Municipal Bldg.
P.O. Box 1976, 66441
913/762-1976

Kansas City
Best, Roy A., Mgr., ID
Upland Industries Corp.
2 Gateway Center, Suite 600
4th & State 66101
913/621-0621

Katerdahl, Dean, Dir.
Dept. of Econ. Dev.
Municipal Off. Bldg.
1 Civic Plaza, 66101
913/321-2708

Lawrence
Toebben, Gary Lee, EVP
C. of C., Box 581, 823 Vermont 66044
913/843-4411

Parsons
Dahmen, James, Exec. V.P.
Mid-America, Inc.
1715 Corning
Box 708, 67357
316/421-6350

Topeka
Fraker, John R., CCE, C.I.D., EVP
Grtr. C. of C.
722 Kansas Ave. 66603
913/234-2644
Christianson, Roger, CID, Dir.
KS Dept. of Econ. Dev.
503 Kansas Ave., 6th Floor
66603
913/296-3483

Wichita
Alumbaugh, Jack E., Exec. Dir.
S. Central KS Econ. Dev. District, Inc.
Sutton Pl., Suite 102, 67202
316/262-5246
Mallot, Jerry M., Mgr.
Ind. Dev. Dept., Area C. of C.
350 W. Douglas, 67202
316/265-7771

When You've Looked Us Over, We Think You'll Come To

South Central Kansas

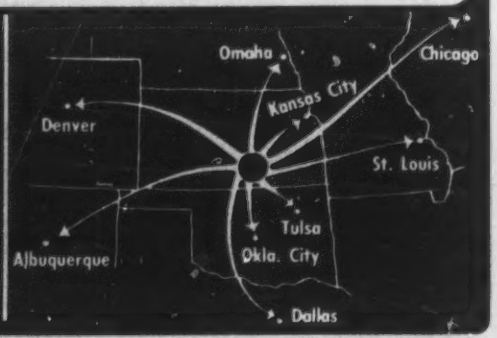
We Offer Many Opportunities for Expanding Industry—

- **THE RIGHT SITE** Fully developed sites available.
- **QUALITY LABOR FORCE** Of 316,000, above national average in productivity.
- **INCOME TAX CREDITS** On income generated by new business activity.
- **RIGHT-TO-WORK STATE** Plus Freeport Law and liberal Industrial Revenue Bond plan.
- **PLEASING SOCIAL & NATURAL ENVIRONMENT** With room to grow and enjoy.
- **TRANSPORTATION** Two interstates, five railroads, thirty-one airports, seven major airlines, port of entry.

For more information
CALL COLLECT: 316/262-5246
Jack E. Alumbaugh, Executive Director
South Central Kansas Economic Development District
Suite 102, Sutton Place Wichita, Kansas 67202

Geographical Center of the USA

Albuquerque	500 mi
Chicago	700 mi
Omaha	300 mi
Kansas City	190 mi
St. Louis	450 mi
Denver	500 mi
Tulsa	185 mi
Oklahoma City	180 mi
Dallas	380 mi



Circle 70 on Brochure Service Card

Circle adjacent number on ACTION CARD for Kansas Free Literature
CIRCLE NO.

141 **STATE OF KANSAS**

69 **MID-AMERICA INC.** — *helps you save time with plant selection* — tells you how to get specific statistics needed to make a decision about expanding in Southwestern Kansas.

70 **SCKEDD** — offers brochures on the *Liveability, People & Markets, Transportation and the Pro-Industry Attitude* in South Central Kansas.

PLANT LOCATION Advertisers offer you the best possible contacts for information on their areas. Contact direct or use the handy reader inquiry card in the BROCHURE SERVICE (front of book). Mention PLANT LOCATION in contacting advertisers.

MINNESOTA

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- "Free Port" law

Tax rates:
- Corporate income tax ..... varies (max. 12%)
- Personal income tax .... 1.6 to 16.0%
- Personal property tax .. varies locally
- Sales tax (on selected items) 5%
- (Excluded food, drugs & clothing.)

Advanced education facilities:
- Four-year colleges and universities 34
- Two-year colleges 25
- Vocational — technical institutes . 35

Source: **Minnesota Department of Energy, Planning & Development**

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
MINNESOTA	3,806.1	4,007.1
Blaine	20.6	28.6
Bloomington	82.0	81.8
Brooklyn Center	35.2	31.2
Brooklyn Park	26.2	43.3
Burnsville	19.9	35.7
Coon Rapids	30.5	35.8
Crystal	30.9	25.5
Duluth	100.6	92.8
Edina	44.0	46.1
Fridley	29.2	30.2
Mankato	30.9	28.7
Maplewood	25.2	27.0
Minneapolis	434.4	371.0
Minnetonka	35.8	38.7
Moorhead	29.7	30.0
Plymouth	18.1	31.6
Richfield	47.2	37.9
Rochester	53.8	57.9
Roseville	34.4	35.8
St. Cloud	39.7	42.6
St. Louis Park	48.9	42.9
St. Paul	309.9	270.2
Winona	26.4	25.1

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Duluth — Superior, Minn. — Wis.	265.4	266.7
Fargo — Moorhead, N. Dak. — Minn.	120.3	137.6
Grand Forks, N.D. — Minn.	95.5	100.9
Minneapolis — St. Paul, Minn. — Wis.	1,965.4	2,114.3
Rochester	84.1	92.0
St. Cloud	134.6	163.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
MINNESOTA		
372.9	39.3	8.54
Duluth — Superior		
8.0	39.4	8.54
Minneapolis — St. Paul		
249.9	39.3	9.08
Rochester		
10.5	....	....
St. Cloud		
11.2	36.6	7.16

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Duluth—Superior		
115.6	10.5	9.1
Minneapolis—St. Paul		
1,198.3	52.0	4.3
Rochester		
58.9	2.6	4.4
St. Cloud		
76.2	5.4	7.1

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Minneapolis-St. Paul, Minn-Wisc 1/81
Office, professional & technical	
Clerks, payroll	5.95
Secretaries	6.52
Stenographers	5.53
Switchbd opr-receptionists	5.08
Drafters V	10.27
Electronics technicians	8.99
Computer operators	6.37
Computer programmer (business)	9.94
Maintenance & powerplant (men)	
Carpenters	10.18
Electricians	11.08
Engineers, stationary	10.44
Machinists	10.59

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CITY OF BROOKLYN PARK

For more information call (612) 425-4502
Ron West, Director of Community Development
City of Brooklyn Park/5800 85th Avenue North
Brooklyn Park, Minnesota 55443.

Circle 71 on Brochure Service Card

Mechanics (machinery)	9.73
Tool & die makers	11.05
Custodial & material movement (men)	
Guards and watchmen	*7.43
Janitors, porters & cleaners	6.72
Laborers, material handling	7.56
Shipping & receiving clerks	7.21
Truckdrivers	10.93
Forklift operators	8.62

Minnesota

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,770.0	. . . .	. . . .
MANUFACTURING		
372.5	39.4	7.61
DURABLE GOODS		
225.8	40.0	7.62
Stone, Clay, and Glass Products—SIC 32		
9.1	39.9	7.54
Primary Metal Industries—SIC 33		
6.7	40.3	7.91
Fabricated Metal Products—SIC 34		
37.8	41.0	8.38
Machinery, Except Electrical—SIC 35		
87.3	40.0	7.85
Electric & Electronic Eqpmt.—SIC 36		
27.1	39.0	6.75
Transportation Equipment—SIC 37		
8.1	39.0	7.64
NONDURABLE GOODS		
146.7	38.5	7.60
Food and Kindred Products—SIC 20		
48.6	38.9	7.25
Paper and Allied Products—SIC 26		
33.3	42.2	8.40
Printing and Publishing—SIC 27		
33.5	36.2	8.58

Environment Controls

Air & Water Pollution

Louis Breimhurst, Exec. Dir., Minnesota Pollution Control Agency, 1935 WS. Cty. Rd., B-2, St. Paul 55113
612/296-7373

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designated agencies listed below. Nearest airport is shown in parentheses. (M) = Minn. — St. Paul.

Blaine (M)
Bloomington 8 (M)
Brooklyn Center (M)
Brooklyn Park (M)
Burnsville 1 (M)
Coon Rapids (M)
Crystal 6, 8 (M)
Duluth 1, 2, 3, 4, 6, 9, 21
Edina 8 (M)
Fridley 4, 6 (M)
Mankato 1 (commuter carriers only)
Maplewood (M)
Minneapolis 1, 2, 4, 6, 7, 8, 10 to 26
Minnetonka (M)
Moorhead 4 (Fargo, N.D.)
Plymouth (M)
Richfield 8 (M)
Rochester 1, 19, 20, 21
Roseville 4 (M)
St. Cloud 4 (M)
St. Louis Park 1, 2, 4, 8 (M)
St. Paul 1, 2, 4, 6, 7 (M)
Winona 1, 2, 4, 5 (La Crosse, Wisc.)

Railroads

1. Chicago & North Western
2. Milwaukee Road
3. Duluth, Missabe & Iron Range
4. Burlington Northern
5. Green Bay & Western
6. Soo Line
7. Rock Island Lines
8. Minneapolis, Northfield & Southern
9. Duluth, Winnipeg & Pacific

Airlines

10. Air Wisconsin
11. American
12. Big Sky Arlns.
13. Braniff
14. Continental
15. Eastern
16. Midway Arlns.
17. Mississippi Valley
18. Northern Arlns.
19. Northwest
20. Ozark
21. Republic
22. Superior Airways
23. Texas Int'l.
24. United
25. U.S. Air
26. Western

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Blaine — 5e, 1g
Bloomington — 5e, 6g
Brooklyn Center — 5e, 6g
Brooklyn Park — 5e, 6g
Burnsville — 5e, 6g
Coon Rapids — 5e, 11e, 1g
Crystal — 5e, 6g
Duluth — 3e, 4g
Edina — 5e, 6g
Fridley — 5e, 6g
Mankato — 5eg, 6g
Maplewood — 5e
Minneapolis — 5e, 6g
Minnetonka — 5e, 6g
Moorhead — 9e, 5g
Plymouth — 5e, 6g
Richfield — 5e, 6g
Rochester — 7e, 8g
Roseville — 5eg
St. Cloud — 5eg
St. Louis Park — 5e, 6g
St. Paul — 5eg
Winona — 5eg

1. North Central Pub. Serv. Co.
   1080 Montreal Ave., St. Paul 55116
3. Minnesota Power and Light Co.
   30 W. Superior St., Duluth 55802
4. Duluth Dept. of Water & Gas
   414 W. 1st St., Duluth 55802
5. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis 55401
6. Minnesota Gas Co.
   733 Marquette Ave , Minneapolis 55402
7. Rochester Public Utility Dept.
   506 1st Ave., N.E., Rochester 55901
8. Peoples Nat. Gas Co.
   25 Main Pl., Countil Bluffs, IA 51501
9. Moorhead Pub. Serv. Dept.
   P.O. Box 779, Moorhead 56560
10. Austin Utilities
    500 4th Ave., N.E., Box 368, Austin 55912
11. Anoka Elec. Dept.
    2015 1st Ave. N., Anoka 55303

State Employment Security Agency

For additional labor market information: Dept. of Economic Security, 390 N. Robert St., St. Paul 55101
612/296-6791

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	94	1,206
Gem stones	NA	5
Iron ore (usable) (thou. long tons, gr. wt.)	45,472	1,686,839
Lime	162	3,562
Manganiferous ore (short tons)	119,029	W
Peat	25	1,140
Sand & gravel (exc. ind)	25,110	49,180
Stone:		
Crushed	8,606	21,731
Dimension	44	14,189
Combined value of abrasives stone, industrial sand and values indicated by symbol W		4,458
Grand Total Minnesota 1980		**1,782,310**

* = Thousand short tons except as noted
W = Withheld to avoid disclosing individual company confidential data
NA = Not available

Climate

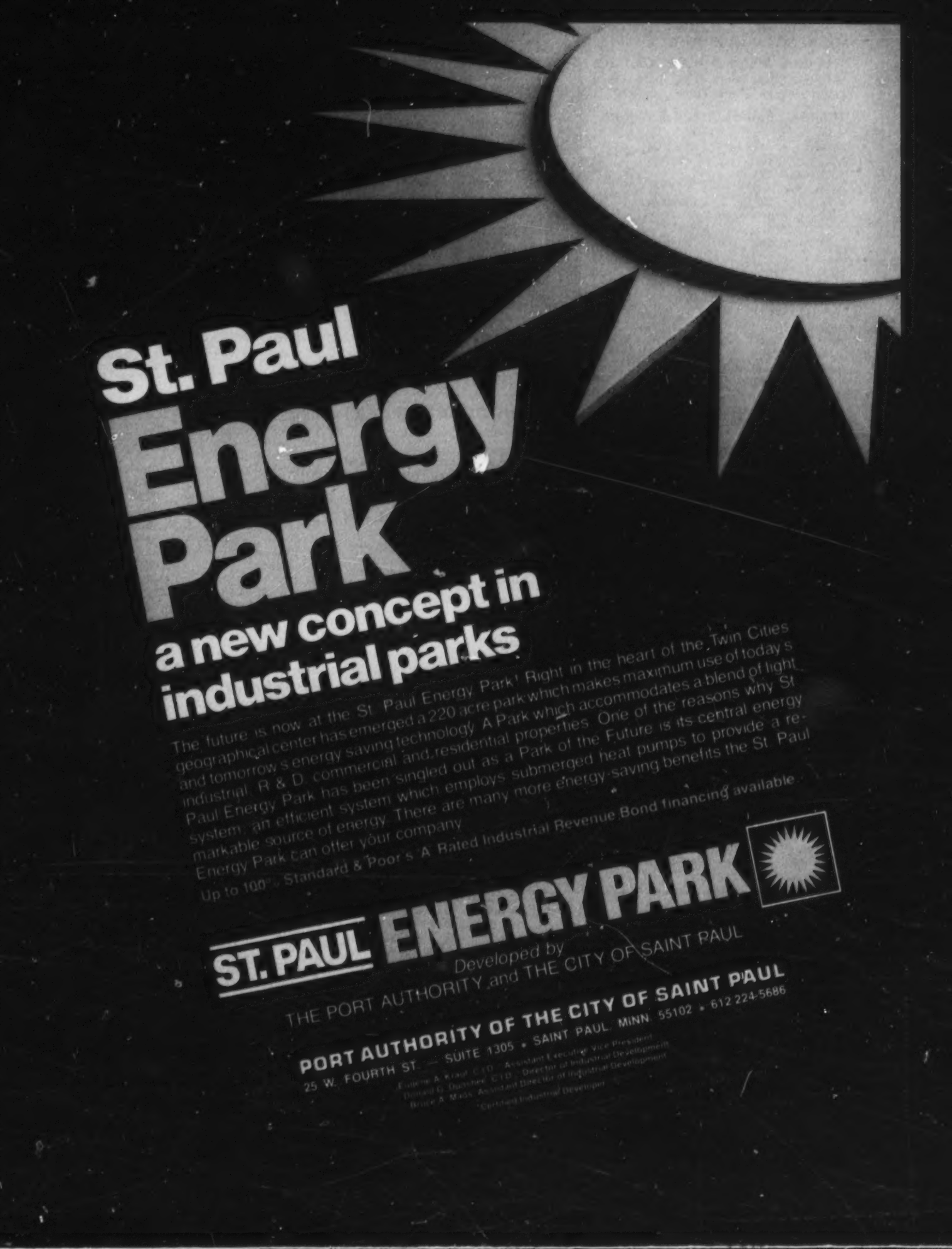
Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Austin	14	71	7907	556
Duluth	8	66	9757	176
Rochester	13	70	8227	474
St. Cloud	9	70	8868	426
Winona	16	73	7511	745

Industrial Development Counselors

State Development Agency

Mulrooney, Michael J., Dir.
Program of Business Services
Minnesota Dept. of Energy, Planning & Development
480 Cedar St., Hanover Bldg.
St. Paul 55101
612/296-5010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Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Austin
Kucera, Thomas D., Dir. Bus. Dev.
City, 500 4th Ave., N.E. 55912
507/437-7671

Brooklyn Park
West, Ron, Dir. of Community Dev.
City of Brooklyn Park
5800 85th Ave. N., 55443
612/425-4502 x.260

Duluth
Westin, Charles W., EVP
NEMDA
800 Alworth Bldg., 55802
218/722-1484

Minneapolis
Koss, Kenneth F., Comm. Rep.
MN Gas Co.,
733 Marquette Ave. 55402
612/372-4749
Risk, Donald P., Exec. Secy
City Ind. Dev., Comm.
200 City Hall 55415
612/348-3950
Sebold, John D., C.I.D., V.P.
Carlson Prop., Inc.
12805 State Hwy 55, 55441
612/540-5541

Moorhead
Palmer, Richard B., C.I.D., Ec. Dev. Dir.
Moorhead-Clay Cnty.
Area Redevelopment Agency
701 Center Ave. — 1076
218/236-5458

St. Paul
Dunshee, Donald G., C.I.D., Dir. of ID
Port Auth.-City of
25 W. 4th St., Ste. 1305, 55102
612/224-5686
Martin, Amos, CCE, EVP
Area C. of C., 701 N. Central Tower
445 Minnesota St., 55102
612/222-5561 Ext. 30

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145 **STATE OF MINNESOTA** — *Minnesota Economic Review, Minnesota New & Expanding Industry,* Tax guide, Statistical Profile, business regulations and many more.

71 **CITY OF BROOKLYN PARK**

72 **PORT AUTHORITY OF ST. PAUL**

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MISSOURI

State Information

Financial assistance to industry:

Tax incentives
Tax-exempt bonds for distribution and warehouse facilities, office buildings, agricultural projects, commercial facilities.
Tax-exempt bonds for buildings, land and equipment.
Tax-exempt bonds for pollution control.
Special financing and taxation incentives for companies expanding in certain urban areas.
Aid for job training
Freeport Law
Industrial Development Time Deposit program using inactive state funds to back bank loans to industry
Missouri Bond Incentive program encourages banks to buy industrial development bonds
Foreign trade zones located in Kansas City and St. Louis metropolitan areas

Tax rates:

Corporate income tax 5%
Personal income tax ..... 1½ to 6%
Personal property tax .. varies locally
Sales tax 3.125%
Inventory tax ..... varies locally
Equip. and machine tax
.. varies accordin , to property tax
Franchise tax
....1/20 of 1% of company assets
Incorporation tax fee .....Domestic — $53 for the first $30,000 or less, over $30,000 is $5 for every $10,000 excess Foreign — $63 for the first $30,000 or less with additional fees based on amount of property or capital based in Missouri
Gasoline tax .....$.07 per gal.

Advanced education facilities:

Four-year colleges and universities 57
Two-year or junior colleges 20
Public area vocational schools 58

Medical Facilities:

Hospitals 177
Clinics ..... NA

Labor Analysis'

High School graduates 58,000
30% of all non-agricultural employees belong to labor unions in 1978, this is down from 35.7% in 1970.

Source: **Missouri Division of Commerce and Industrial Development**

Environment Controls

Air & Water Pollution

Missouri Div. of Environmental Quality, PO Box 1368, 2010 Missouri Blvd., Jefferson City, 65102. 314/751-3241

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
MISSOURI	4,677.6	4,917.4
Blue Springs	6.8	25.9
Cape Girardeau	31.3	34.4
Columbia	58.3	62.1
Florissant	65.9	55.4
Independence	111.6	111.8
Jefferson City	62.4	33.6
Joplin	39.3	38.9
Kansas City	507.3	448.2
Kirkwood	31.7	28.0
Lee's Summit	16.2	28.7
Raytown	33.3	31.8
St. Charles	31.8	37.4
St. Joseph	72.7	76.7
St. Louis	622.2	453.1
Springfield	120.1	133.1
University City	47.5	42.7

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Columbia	80.9	100.4
Joplin	112.8	127.5
Kansas City, Mo. — Kans.	1,273.9	1,327.0
St. Joseph	98.8	101.9
St. Louis, Mo. — Ill.	2,410.9	2,355.3
Springfield	168.1	207.7

State Employment Security Agency

For additional labor market information: Division of Employment Security, Dept. of Labor & Industrial Relations, PO Box 59, Jefferson City 65102
314/751-3215

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
MISSOURI		
429.4	39.1	7.99

Kansas City		
114.7	39.2	9.20
St. Joseph		
8.3	38.8	7.35
St. Louis		
231.1	39.1	9.13
Springfield		
19.4	38.6	7.64

*Preliminary figures

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Kansas City		
688.3	48.0	7.0
St. Joseph		
44.4	3.4	7.7
St. Louis		
1,099.7	82.9	7.5
Springfield		
107.4	5.5	5.1

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Kansas City Mo-Kan 9/81	St. Louis Mo.-Ill. 3/81
Office, professional & technical		
Clerks, payroll	6.54	6.34
Secretaries	6.79	7.38
Stenographers,	6.81	6.69
Switchbd opr-rec'ts	4.94	5.03
Drafters V	10.15	11.33
Electronics, tech'ns	10.06	10.58
Computer operators	7.45	7.43
Computer programmers (business)	9.48	9.49
Maintenance & powerplant (men)		
Carpenters	10.11(c)	10.28
Electricians	11.50(c)	11.04
Engineers, stationary	11.29	10.62
Machinists	11.98	10.81
Mechanics (machinery)	10.50	9.49
Tool & die makers	11.50	12.08
Custodial & material movement (men)		
Guards & watchmen	9.07	*8.67
Janitors, porters & cleaners	8.32	*7.31
Laborers, mat'l hdlg	7.92	7.53
Ship & receive clrks	6.52	6.96
Truckdrivers	9.14	8.78
Forklift operators	9.37	8.69

*Computed from available statistics
(c) = men & women

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1969.4	. . . .	. . . .
MANUFACTURING		
435.9	39.2	7.26
DURABLE GOODS		
243.2	39.8	7.81
Lumber and Wood Products—SIC 24		
10.5	37.3	4.72
Furniture and Fixtures—SIC 25		
8.1	39.3	5.60
Stone, Clay, and Glass Products—SIC 32		
13.6	39.8	7.91
Primary Metal Industries—SIC 33		
16.1	39.5	9.32
Fabricated Metal Products—SIC 34		
30.2	40.3	7.68
Machinery, Except Electrical—SIC 35		
36.9	40.0	8.33
Electric & Electronic Eqpmt.—SIC 36		
52.6	40.3	7.16
Transportation Equipment—SIC 37		
59.8	40.4	9.67
Instruments and Related Products—SIC 38		
7.1	39.9	5.81
Misc. Manufacturing—SIC 39		
8.3	36.1	4.74
NONDURABLE GOODS		
192.7	38.4	6.57
Food and Kindred Products—SIC 20		
46.1	41.3	7.39
Textile Mill Products—SIC 22		
0.7	40.1	5.46
Apparel and Other Textile Products—SIC 23		
30.4	35.3	4.50
Paper and Allied Products—SIC 26		
13.0	39.9	6.81
Printing and Publishing—SIC 27		
37.2	37.4	7.66
Chemicals and Allied Products—SIC 28		
29.8	41.8	8.47
Leather and Leather Products—SIC 31		
22.6	34.6	4.39

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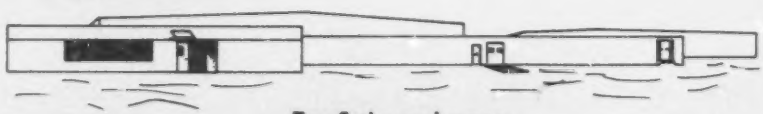

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St. Louis Regional Commerce & Growth Association
10 Broadway. St. Louis. Missouri 63102
314 231-5555

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CITY _____

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Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	117	5,570
Cement:		
Portland	3,515	156,368
Masonry	62	3,117
Clays	1,817	16,798
Copper (recov. cont. of ores, etc.) (metric tons)	13,576	30,655
Gem stones	NA	15
Lead (recov. cont. of ores, etc.) (metric tons)	497,170	465,393
Lime	1,667	83,733
Sand & gravel	8,900	26,753
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	2,357	48,653
Stone (crushed)	48,296	130,254
Zinc (recov. cont. of ores, etc.) (metric tons)	65,214	53,814
Combined value of asphalt (native), gold, iron ore, iron oxide pigments (crude), and stone (dimension)		55,633
Grand Total Missouri 1980		**1,056,756**

* = Thousand short tons except as noted
NA = Not available

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Blue Springs 16 (Kansas City)
Cape Girardeau 4, 8, 26, 32
Columbia 2, 27, 32
Florissant (St. Louis)
Independence 4, 16 (Kansas City)
Jefferson City 4, 27, 32
Joplin 1, 4, 7, 8, 32, 35
Kansas City 2 to 8 incl., 10, 12, 15, 16, 20, 27, 28, 29, 32, 33, 35 to 41 incl., 43, 44, 45
Kirkwood 4, 8 (St. Louis)
Lee's Summitt 4 (Kansas City)
Raytown 20 (Kansas City)
St. Charles 1, 2 (St. Louis)
St. Joseph 4, 5, 8, 12, 15, 21 (Kansas City)
St. Louis 1, 2, 4, 8, 9, 13 to 20 incl., 25, 26, 27, 29 to 35 incl. 38, 39, 41, 42, 43, 46, 47
Springfield 4, 8, 27, 32, 45
University City 14 (St. Louis)

Railroads

1. Katy
2. Norfolk & Western
4. Missouri Pacific Lines
5. Santa Fe Railway
7. Kansas City Southern
8. Burlington Northern
9. Southern
10. Milwaukee Road
11. Rock Island Lines
12. Union Pacific
13. Chessie System
14. Terminal RR of St. Louis
15. Chicago & North Western
16. Illinois Central Gulf
17. Illinois Terminal
18. Louisville & Nashville
19. Conrail
20. Cotton Belt Route
21. Oklahoma Kansas & Texas

Airlines

25. Allegheny Commuter
26. Air Illinois
27. Air Midwest
28. Mississippi Valley
29. Texas, Int'l.
30. British Caledonian
31. Northwest
32. Ozark
33. Republic
34. American
35. Frontier
36. Braniff
37. Continental
38. Delta
39. TWA
40. United
41. Midway Arlns.
42. Eastern
43. U.S. Air
44. Capitol Air Svc.
45. Scheduled Skyways
46. Britt Airways
47. Green Hills Aviation

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Blue Springs — 8e, 4g
Cape Girardeau — 2eg
Columbia — 1e, 2g
Florissant — 9e, 12g
Independence — 3e, 4g
Jefferson City — 5eg
Joplin — 6e, 4g
Kansas City — 7e, 8e, 4g
Kirkwood — 9e, 10e, 12g
Lee's Summit — 8e, 4g
Raytown — 8e, 7e, 4g
St. Charles — 9e, 14g
St. Joseph — 11e, 4g
St. Louis — 9e, 12g
Springfield — 13eg
University City — 9e, 12g

1. Columbia Water and Lt. Dept. 7th & Broadway, Box N., Columbia 65205
2. Missouri Utilities Co. 400 Broadway, Cape Girardeau 63701
3. Independence Pwr. & Lt. Dept. 21500 E. Truman Rd., Independence 64056
4. Gas Service Co. 2460 Pershing Rd., Kansas City 64108
5. Missouri Power and Light Co. 101 Madison St., Jefferson City 65101
6. Empire Dist. Elec. Co. 602 Joplin St., Joplin 64801
7. Kansas City Power and Light Co. 1330 Baltimore Ave., Kansas City 64105
8. Missouri Public Service Co. 10700 E. 350 Highway, Kansas City 64138
9. Union Electric Co. 1901 Gratiot St., St. Louis 63103

10. Kirkwood Elec. Light Dept.
    212 S. Taylor Ave., Kirkwood 63122
11. St. Joseph Light and Power Co.
    520 Francis St., St. Joseph 64502
12. Laclede Gas Co.
    720 Olive St., St. Louis 63101
13. City Utilities of Springfield
    301 E. Central, JS Box 551,
    Springfield 65801
14. St. Charles Gas Co.
    212 N. Main St., St. Charles 63301

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Columbia	29	77	5078	1269
Jefferson City	31	77	4847	1304
Joplin	34	80	4188	1670
Kansas City	28	79	5161	1420
Saint Charles	31	79	4746	1511
St. Joseph	26	78	5440	1334
St. Louis	32	80	4486	1840
Springfield	33	78	4570	1382

Industrial Development Counselors

State Development Agency

Just, Steven J., Director
Missouri Div. of Comm. & Econ. Dev.
P.O. Box 118
Jefferson City 65102
314/751-4241

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Cape Girardeau

Hendrix, Robert B., Exec. V.P.
C. of C., Box 98
63701
314/335-3312

Columbia

Black, Robert, C.I.D., Dir.
Economic Development
Columbia Econ. Dev. Cmsn.
P.O. Box N, 65205
314/874-7214

Jefferson City

Borgmeyer, Bill, C.I.D.,
Deputy Dir. MO Div. of Commerce & Ind. Dev., P.O. Box 118 65102
314/751-4539

Cannon, Earl Edward, C.I.D., Dpty. Dir.
MO Div. of Comm. & Ind. Dev.
P.O. Box 118, 309 Adams St. 65102
314/751-3600

Hayter, William D., C.I.D.,
Mgr. of Sls. & ID
Cntrl. Elec. Pwr. Corp., 2106 Jefferson St.
Box 269, 65102
314/634-2454

Stegall, Jerry F., Exec. V.P.
1st MO Dev. Fin. Corp.
P.O. Box 1745, 65101
314/635-0138

Kansas City

Atherton, Louis J., Area Dev. Consultant
K.C. Power & Light Co.
1330 Baltimore, Box 679, 64141
816/556-2135

Coop, Charles M., Plng, Section Chief
ID & Hwy. Plng.
Howard, Needles, Tammen & Bergendoff
1805 Grand Ave., Box 299 64108
816/474-4900

Lee, Everett M., Area Dev. Mgr.
MO Public Service Co.
10700 East 350 Hwy. 64138
816/353-5024

Meulengracht, Jon H., Partner
Bucher & Willis, Consulting Eng.
9140 Ward Parkway, 64114
816/363-2696

Monroe, James W., C.I.D., Pres.
KC Area Dev. Council
920 Main St. 64105
816/221-2121

Orr, J. Martin, PhD., CID
Program Mgr.
Kansas City Corp. for Ind. Dev.
1102 Grand Ave., Suite 310
816/474-3560

Liberty

Howard, Patricia L., Exec. Dir.
Clay County Dev. Comm.
103 E. Kansas 64068
816/781-7700

Sedalia

Yates, William J., Dir.
Sedalia Dept. Econ. Dev.
P.O. Box 1707, 65301
816/827-0884

Columbia, Missouri ...ripe for the picking

Columbia, Missouri. A prize location if you'd benefit by being in the center of things. If superb access to both the nation's mid-continent heartland and its expanding mid-south region tempt you, we just might be the apple of your eye. If you'd profit from excellent air and rail transportation, a large available work force, and no manufacturing unions — pick Columbia. You'll find a community in apple-pie order, midway between St. Louis and Kansas City on Interstate 70. Home of the University of Missouri and two other colleges, with a bloom on the quality of life.

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COLUMBIA, MISSOURI
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Circle 73 on Brochure Service Card

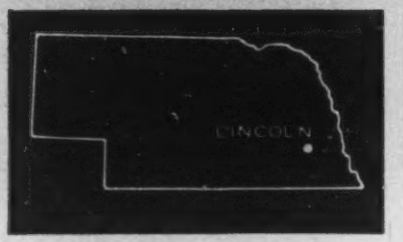
St. Charles
Hall, Vaal G., Adm.
St. Charles Cty. Ec. Dev. Comm.
Box 938, 63301
314/441-6880

St. Joseph
Price, Stephen M., Ec. Dev. Mgr.
Area C. of C.
First Federal Bldg., 7th & Felix
Suite 500, 64501
816/232-4461

St. Louis
Holderread, James E., Ind. Dev. Dir.
Reg. Commerce & Growth Assn.
10 Broadway, 63102
314/231-5555
Wesley, Jack, Asst. V.P., ID
Missouri Pacific RR
1012 Missouri Pacific Bldg. 63103
314/622-2634
Weidemann, Wayne
Bi-State Dev. Agency
411 N. 7th St., 63101
314/231-9185

Springfield
Gaut, William P., Exec. V.P.
Area C. of C., Box 1687 SSS, 65805
417/862-5567

Circle adjacent number on ACTION CARD for Missouri Free Literature
CIRCLE NO.
146 **STATE OF MISSOURI** — *Missouri Existing Business Resource Directory, Available Buildings in MO, Financing for Industry in MO*



NEBRASKA

State Information

Financial assistance to industry:
- Bonds for buildings, land & equipment
- Bonds for pollution control
- Pre-employment training program
- Freeport exemption from personal prop. taxes
- 100% exemption of personal property taxes on inventory
- 2 Foreign Trade Zones — No. 19 Omaha, No. 59 Lincoln

Tax rates:
- Corporate income tax
- 3.75% on first $25,000 and 4.125% on income over $15,000 attributable to NE
- Personal income tax ..... 15% of Federal tax paid
- Personal property tax .. varies locally
- Sales tax 3%
- The cities of Bellevue, Lewellen, Lincoln, Ogallala, North Platte, & Sidney Levy an additional 1%. (Omaha levies an additional 1½%)
- Sales & use tax exemption on new machinery & equipment
- Gasoline tax 13.9/gal. (1981)

Advanced education facilities:
- Four-year colleges and universities 19
- Vocational and business schools 16

Medical Facilities:
- Hospitals 113 (1981)
- Clinics ..... NA

Labor Analysis:
- High School graduates 24,803 (1980)
- Mfgr. workers in Unions ..15.3 (1978)

Source: **Nebraska Department of Economic Development**

Environment Controls

Air & Water Pollution

Dan Drain, Dir., Nebraska Dept. of Environmental Control, Box 94877, Lincoln 68509. 402/471-2186

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
NEBRASKA	1,485.3	1,570.0
Grand Island	32.4	33.2
Lincoln	149.5	171.9
Omaha	346.9	311.7

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Lincoln	168.0	192.9
Omaha, Nebr. — Iowa	542.6	570.4
Sioux City, Iowa — Nebr.	116.2	117.5

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEBRASKA		
96.4	40.3	8.10
Lincoln		
13.5	37.5	7.98
Omaha		
35.3	39.8	8.41

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Lincoln		
112.4	4.3	3.8
Omaha		
286.0	15.6	5.5

*Preliminary figures

Buy Omaha and get turned on for less.

Our industrial natural gas costs are 25% less than the national average. Electric service costs are among the lowest in the Midwest and 49% below the national average. Our big, dependable energy suppliers are the Metropolitan Utilities District served by the Northern Natural Gas Company with certificated reserves of 7.1 trillion cubic feet and Omaha Public Power District with 99% of their energy derived from coal and nuclear fuel. An abundant water supply is available from the Missouri and Platte Rivers.

For other powerful reasons to locate in Omaha, write to Rod Moseman, Executive Director, Omaha Economic Development Council, Dept. A 136, 1606 Douglas Street, Omaha, NE 68102, or call toll free **(800) 228-2606.**

Omaha

Circle 78 on Brochure Service Card

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Omaha Neb.-Ia. 10/81
Office, professional & technical	
Clerks, payroll	6.43
Secretaries	6.75
Stenographers	*7.06
Switchbd opr-rec'ts	5.25
Drafters V	*8.48
Electronics technicians (mfg. & non-mfg. combined)	10.38
Computer operators	7.03
Computer programmer (business)	10.57
Maintenance & powerplant (men)	
Carpenters (men & women)	*10.41
Electricians	10.04
Engineers, stationary	8.64
Machinists	11.05
Mechanics (machinery)	9.71
Custodial & material movement (men)	
Guards & watchmen	6.71
Janitors, porters & cleaners	7.65
Laborers, mat'l hdlg	7.75
Shippers & receivers (mfg. & non-mfg. combined)	6.69
Truckdrivers	8.17
Forklift operators	8.63

*Computed from available statistics

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
630.5	. . . .	. . . .
MANUFACTURING		
96.1	40.5	7.36
DURABLE GOODS		
49.5	40.6	7.20
Furniture and Fixtures—SIC 25		
1.7	. . . .	. . . .
Machinery, Except Electric—SIC 35		
12.9	. . . .	. . . .
Electric & Electronic Eqpmt.—SIC 36		
10.2	. . . .	. . . .
Transportation Equipment—SIC 37		
5.3	. . . .	. . . .
NONDURABLE GOODS		
46.6	40.6	7.57
Food and Kindred Products—SIC 20		
27.4	41.8	8.08
Paper and Allied Products—SIC 26		
1.6	. . . .	. . .
Printing and Publishing—SIC 27		
7.7	37.7	6.81
Chemicals and Allied Products—SIC 28		
2.6	44.2	6.93

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Grand Island 1, 5, 13
Lincoln 1, 3, 4, 5, 9, 11, 13, 16, 20
Omaha 1 to 15 incl., 17 to 20 incl.

Railroads

1. Burlington Northern
2. Chicago & North Western
3. Rock Island Lines
4. Missouri Pacific Lines
5. Union Pacific
6. Norfolk & Western
7. Milwaukee Road
8. Illinois Central Gulf

Airlines

9. Air Midwest
10. Braniff
11. Continental
12. Eastern
13. Frontier
14. Midway Arlns.
15. Mississippi Valley
16. Northern Arlns.
17. Republic
18. Texas Int'l.
19. TWA
20. United

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below. "e"=electric "g"=gas

Grand Island — 1e, 2g
Lincoln — 3e, 4g
Omaha — 5e, 6g

1. Grand Island Elec. Dept. 208 N. Pine, Box 1968, Grand Island 68802
2. Northwestern Pub. Service Co. Northwestern Nat'l. Bank Bldg., Huron, South Dakota 57350
3. Lincoln Electric Sys. 1200 "N" St., Lincoln 68508
4. Minnesota Gas Co. 733 Marquette Ave., Minneapolis, Minn. 55402
5. Omaha Pub Power Dist. 1623 Harney St., Omaha 68102
6. Metropolitan Utilities District 1723 Harney St., Omaha 68102

Raw Materials

Nonfuel Mineral Production

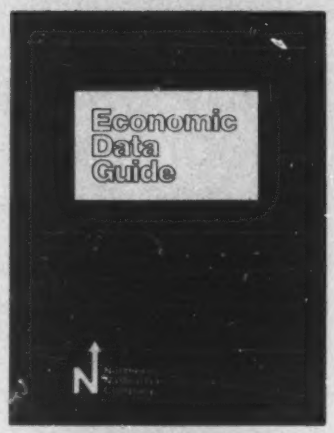
	Quantity*	Value $ Thousands
Clays	154	456
Gem Stones	NA	W
Sand & gravel	10,538	22,981
Stone (crushed)	3,775	16,301
Combined value of cement (masonry & portland), lime, and items indicated by symbol W.		40,736
Grand Total Nebraska 1980		**80,474**

* = Thousand short tons
W = Withheld
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Grand Island	22	76	6420	1036
Lincoln	22	77	6218	1148
Omaha	23	77	6049	1173



One Source
Site Data for all 50 States

With more than 20,000 industrial development organizations competing for your consideration, you need objective data from an objective source to help you separate the hype from the hard facts.

Our new Economic Data Guide for 1982 comprehensively compares 178 factors affecting site selection — not just for one location, but for all 50 states. It covers labor force, productivity, markets, utilities, transportation, living conditions, taxes and more.

Although our analysis is unbiased, we of course point out here that our own region, the Northern Plains*, compares very favorably in the categories of data presented.

For your copy of our 1982 Economic Data Guide, write on your company letterhead or call:

W.A. Spitzenberger,
Director, Area Promotion
Northern Natural Gas Company
Dept. K, 2223 Dodge Street
Omaha, NE 68102
(402) 633-4187

Northern Natural Gas Company

*Iowa, Kansas, Minnesota, Nebraska, North Dakota, South Dakota, Wisconsin, Upper Peninsula of Michigan.

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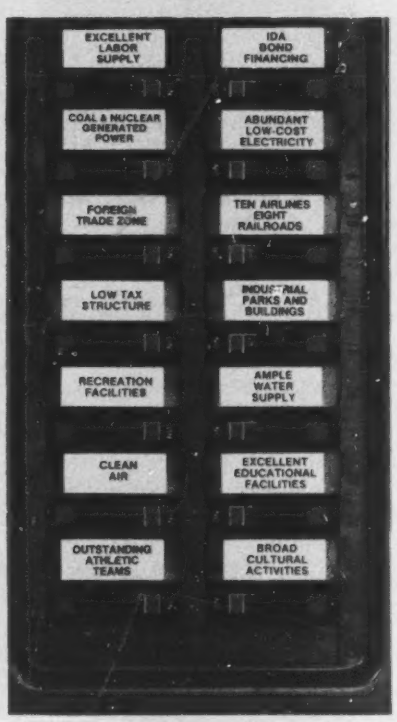
Omaha/ Southeastern Nebraska has it all turned on.



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OMAHA PUBLIC POWER DISTRICT

Tom Gage, Manager of Area Development
Omaha Public Power District
1623 Harney Street
Omaha, Nebraska 68102

Please send me facts on Omaha-Southeastern Nebraska.

Name
Title
Company
Address
City
State Zip

Circle 79 on Brochure Service Card

State Employment Security Agency

For additional labor market information: Division of Employment, Dept. of Labor, P.O. Box 94600, State House Station, 550 S. 16th St., Lincoln 68509
402/475-8451

Industrial Development Counselors

State Development Agency

Wilson, Dolores, Director, I.D.
Nebraska Dept. of Eco. Dev.
Capitol Bldg., Box 94666
Lincoln 68509
402/471-3111

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Columbus
Landis, Roy D., C.I.D
Area Dev. Mgr.
Nebraska Public Pwr. Dist
1414 15th St., Box 499, 68601
402/563-5581

Grand Island
Good, Richard H., Exec. Dir.
GI Ind. Fdtn., Box 1486
309 West 2nd 68801
308/382-9210

Lincoln
Childe, James H., Exec. V.P.
The Bus. Dev. Corp. of Nebraska
1044 Stuart Bldg., 68508
402/474-3855
Elliott, Charles L., C.I.D
NE Dept. of Ec. Dev., Box 94762
301 Centennial Mall So., Box 94666, 68509
402/471-3118
Vicary, Duane S., C.I.D., Exec. V.P.
C. of C., Ste. 606
1221 N Street 68508
402/432-7511

Omaha
Brown, Richard L., Acq. & Relctn. Offr.
City of Omaha, 1819 Farnam St.
Omaha-Douglas Civic Center
Room 401 68102
Chaka, Robert W., ID Mgr.
Upland Industries Corp.
Suite 1000, 110 N. 14th 68102
402/271-3296
Durham, Clyde O., Dir. of R.E.
Union-Pacific RR Co.
1416 Dodge St. 68179
402/271-3960
Gage, Tom L., C.I.D., Area Dev. Mgr.
Omaha Public Power District
1623 Harney St., Rm. 716, 68102
402/536-4347
Hansen, Howard F., VP
Upland Industries Corp.
110 N. 14th St. Suite 1000, 68102
402/271-3513
Moseman, Rod, Exec. Dir.
Greater Omaha C. of C.
1606 Douglas, 68102
800/228-2606
Newquist, Merle C., Exec. Dir.
Omaha Ind. Fdtn.
1424 First National Ctr., 68102
402/342-1662
Spitzenberger, Wm. A., C.I.D., Dir.
Northern Natural Gas Co.
2223 Dodge St. 68102
402/633-4187

Circle adjacent number on ACTION CARD for Nebraska Free Literature

CIRCLE NO.

148 **STATE OF NEBRASKA** — Literature on energy availability and cost, also Nebraska's economic performance.

77 **NORTHERN NATURAL GAS CO.**

78 **OMAHA ECON. DEV. CNC.**

NORTH DAKOTA

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training

Tax rates:
- Corporate income tax .....graduated
- Personal income tax .....graduated
- Personal property tax .....None
- Sales tax ...3% (exc. farm machinery — 2%)
- Gasoline tax .....$.08/gal.

Advanced education facilities:
- Four-year colleges and universities 11
- Two-year or junior colleges 2
- Vocational and business schools 27

Medical Facilities:
- Hospitals 60
- Clinics 132

Labor Analysis:
- High School graduates 10,500
- Mfgr. workers in Unions 14.7%

Source: **North Dakota Economic Development Commission**

Environment Controls

Air Pollution

Gene Christianson, Environmental Engineering, North Dakota State Health Dept., 1300 Missouri Valley Bldg., Bismarck 58505. 701/224-2348

Water Pollution

Norman L. Peterson, Water Supply & Pollution Control, same address as above. 701/224-2354

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
NORTH DAKOTA	617.8	652.7
Bismarck	34.7	44.5
Fargo	53.4	61.3
Grand Forks	39.0	43.8
Minot	32.3	32.8

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Bismarck	61.0	80.0
Fargo — Moorhead N. Dak. — Minn.	120.3	137.6
Grand Forks, N.D. — Minn.	95.5	100.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH DAKOTA		
16.0	39.2	7.06
Fargo — Moorhead		
4.9	38.7	7.31

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Fargo—Moorhead		
73.2	2.9	4.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Job Service North Dakota, 1000 E. Divide Ave., P.O. Box 1537, Bismarck 58505
701/324-3106

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
245.6	. . . .	. . . .
MANUFACTURING		
15.5	37.5	6.55
DURABLE GOODS		
7.7	37.9	6.67
Stone, Clay, and Glass Products—SIC 32		
0.9	. . . .	. . . .
Fabricated Metal Products—SIC 34		
0.7	. . . .	. . . .
NONDURABLE GOODS		
7.8	37.2	6.43
Food and Kindred Products—SIC 20		
4.0	38.5	6.56
Printing and Publishing—SIC 27		
2.2	33.5	6.23

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Bismarck 2, 3, 4, 5, 6, 7
Fargo 2, 5, 6, 7
Grand Forks 2, 4, 5, 6, 7
Minot 2, 3, 5, 7

Railroads

2. Burlington Northern
3. Soo Line

Airlines

4. Big Sky Arlns.
5. Frontier
6. Northwest
7. Republic

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Bismarck — 1eg
Fargo — 2eg
Grand Forks — 2eg
Minot — 2e, 1g

1. Montana-Dakota Utilities Co. 400 N. 4th St., Bismarck 58501
2. Northern States Power Co. 414 Nicollet Mall, Minneapolis, Minn. 55401

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	2
Peat	W	31
Sand & gravel	5,173	14,457
Combined value of Clays, lime and salt		7,886
Grand Total North Dakota 1980..		**22,376**

* = Thousand short tons except as noted
W = Withheld to avoid disclosing individual company confidential data
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Bismarck	8	71	9044	487
Fargo	6	71	9271	473
Grand Forks	4	69	9876	384
Minot	8	69	9918	370

Industrial Development Counselors

State Development Agency

Becker, Edwin C., Director
Economic Development Commission
1050 E. Interstate Ave.
Bismarck 58505
701/224-2810

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Bismarck
Poling, Fletcher H., Staff Asst.
Basin Elec. Power Cooperative
1717 E. Interstate Ave. 58501
701/223-0441 Ext. 324
Wood, Robert E., Pub. Aff. Rep.
Montana-Dakota Utilities Co.
400 N. 4th St., 58501
701/222-7828

Fargo
Everson, Robert F., Exec. Dir.
Fargo-Cass County Ind. Dev. Corp.
321 N. 4th St.,
Box 2443, 58102
701/237-6132

Grand Forks
Nelson, Robert W., Exec. V.P.
GF Dev. Board, Box 1177, 58201
701/772-7271

Minot
Weiss, Robert J., Exec. Dir.
Minot Area Dev. Corp.
940 S. Broadway, 58701
701/852-1075

Circle adjacent number on ACTION CARD for North Dakota
Free Literature
CIRCLE NO.
151 **STATE OF NORTH DAKOTA**

When you contact

the people listed in

PLANT LOCATION

tell them where you saw

their name

SOUTH DAKOTA

State Information

Financial assistance to industry:
- No corporate tax
- No personal income tax
- No personal property tax
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training

Tax rates:
- Sales tax .....4% + 2% local option
- Inventory tax .....None
- Equipment & machinery tax .....None
- Gasoline tax .....$.13/gal.
- Gasohol tax .....$.09/gal.

Advanced education facilities:
- Four-year colleges and universities 15
- Two-year or junior colleges 5
- Vocational and business schools 19

Medical Facilities:
- Hospitals 58
- Clinics .....NA

Labor Analysis:
- High School graduates 11,000
- Workers in Unions and Employee Organizations 14.6%

Source: **South Dakota Department of Economic and Tourism Development**

Environment Controls

Air & Water Pollution

Jim Nelson, Division Director, Dept. of Water and Natural Resources, Joe Foss Bldg., Pierre 57501. 605/773-3351

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
SOUTH DAKOTA	666.3	690..2
Aberdeen	26.5	26.0
Rapid City	43.8	46.5
Sioux Falls	72.5	81.3

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Sioux Falls	95.2	109.4

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH DAKOTA		
25.8	41.3	7.09
Rapid City		
3.1	35.8	7.24
Sioux Falls		
7.8	44.2	9.22

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Rapid City		
42.6	2.0	4.7
Sioux Falls		
64.6	2.9	4.6

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Labor, PO Box 1730, Aberdeen 57401
605/622-2314

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
237.1	. . . .	. . . .
MANUFACTURING		
26.3	40.5	6.39
DURABLE GOODS		
13.5	3.99	5.71
NONDURABLE GOODS		
12.8	41.1	7.07
Food and Kindred Products—SIC 20		
7.7	42.8	8.05

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Aberdeen 1, 2, 4, 8
Rapid City 1, 2, 5, 8, 9
Sioux Falls 1 to 9 incl.

Railroads

1. Chicago & North Western
2. Milwaukee Road
3. Illinois Central Gulf
4. Burlington Northern

Airlines

5. Frontier
6. Northern Arlns.
7. Ozark
8. Republic
9. Western

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Aberdeen — 7eg
Rapid City — 1e, 2g
Sioux Falls — 3e, 4e, 5g

1. Black Hills Power and Light Co. 625 9th St., Box 1400, Rapid City 57709
2. Montana-Dakota Utilities Co. 400 N. 4th St., Bismarck, N.D. 58501
3. Northern States Power Co. 500 W. Russell, Sioux Falls 57104
4. Sioux Falls Mun. Lt. & Pwr. Dept. 2000 N. Minnesota Ave., Sioux Falls 57104
5. Minnesota Gas Co. 733 Marquette Ave., Minneapolis, Minn. 55402
7. Northwestern Public Service Co. Northwestern Nat'l Bk. Bldg., Huron 57350

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	6	377
Portland	459	23,042
Clays (exc. bentonite)	169	283
Gem stones	NA	50
Gold (recov. cont. of ores, etc.) (troy ozs.)	267,392	163,794
Mica	(1)	4
Sand & gravel	4,209	8,243
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	51	1,058
Stone (crushed)	3,151	8,942
Stone (dimension)	42	15,035
Combined value of clays (bentonite), feldspar, gypsum, iron ore and lime.		6,873
Grand Total South Dakota 1980		**227,701**

* = Thousand short tons except as noted
1 = Less than ½ unit.
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Aberdeen	10	72	8617	566
Rapid City	25	73	6838	703
Sioux Falls	14	72	7838	719

Industrial Development Counselors

State Development Agency

Wegner, Helen V., Secy.
South Dakota Dept. of Economic & Tourism Development
221 South Central
Pierre 57501
605/773-3158

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Aberdeen
Engel, Calvin, Exec. V.P.
City Dev. Corp., Box 1179 57401
605/229-5335

Pierre
Gipp, William C.
S.D. ind. Dev. Expansion Agency
221 S. Central, Suite PL4, 57501
605/773-5032

Sioux Falls
Stenseth, David L., Pres.
SF Dev. Fdtn., Inc.
131 E. 10th St. 57102
605/339-0103

Circle adjacent number on ACTION CARD for South Dakota

Free Literature

CIRCLE NO.

156 **STATE OF SOUTH DAKOTA** — Facts sheets on: Did you know that SD has NO corporate income tax, or personal income or property tax and they will give you a tax break on new structures? The SD Ind. Dev. Expansion Agency can tell you more surprising facts.

When you contact

the people listed in

PLANT LOCATION

tell them where you saw

their name

1981 Profile

Aluminum

SIS Codes: 3334, 3353, 3354, 3355, 3361 and parts of 3341, 3357, 3399 and 3463

Value of product shipments (mil $) (including imports)	20,177
Total employment (000)[1]	147
Total number of establishments (1977)[1]	1,338
Number of establishments with less than 20 employees (1977)[1]	639
Percent of industry shipments accounted for by 4 largest companies (1977)	
SIC 3334	76
SIC 3353	72
SIC 3354	38
SIC 3355	81
SIC 3361	23
Major producing states accounting for largest percent of industry shipments (1977): N.A.	
Value of exports (mil $)	1,500
Value of imports (mil $)	1,400
Exports as a % of shipments	7.4
Imports as a % of new supply[2]	6.9
Imports as a % of apparent consumption[3]	7.5

[1] Includes only SIC 3334, 3353, 3354, 3355 and 3361.
[2] New supply is the sum of product shipments plus imports.
[3] Apparent consumption is the sum of product shipments plus imports less exports.
Source: Bureau of the Census and Bureau of Industrial Economics. Estimates by Bureau of Industrial Economics.

1981 Profile

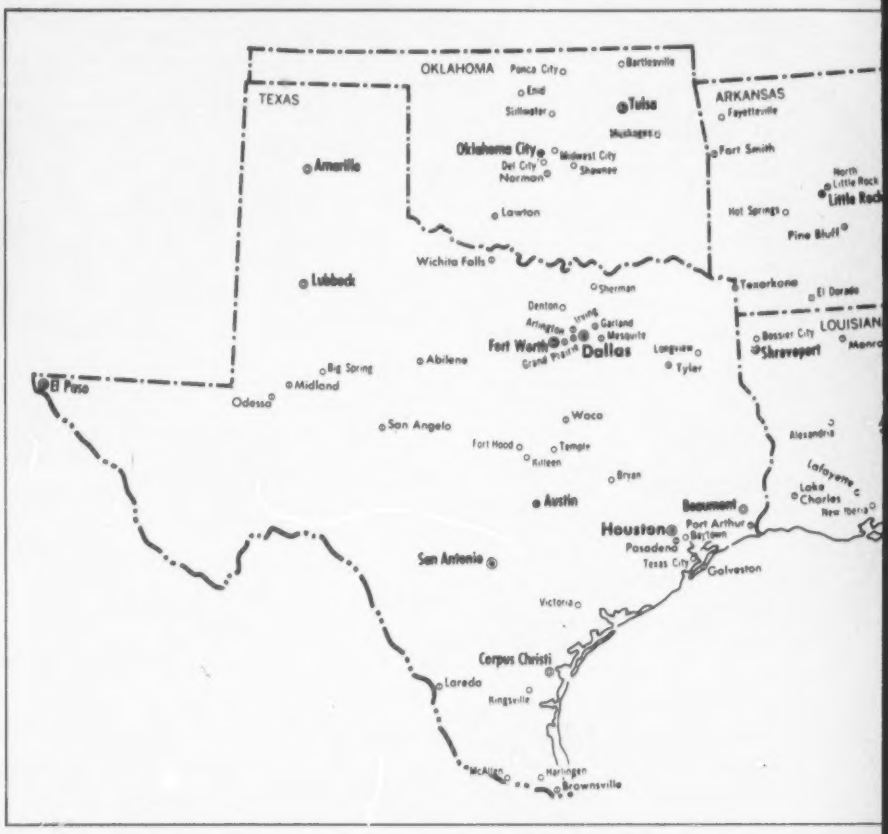
Pressed and Molded Pulp Goods

SIC Code: 2646

Industry data	
Value of industry shipments (mil $)	251.4
Value added (mil $)	158.4
Total employment (000)	5.0
Total number of establishments	38
Number of establishments with less than 20 employees	11
Percent of industry shipments accounted for by 4 largest companies	87
Major producing states accounting for largest percent of industry shipments: WI (4.7%). Others withheld to avoid disclosing operations of individual companies.	
Product data	
Value of product shipments (mil $)	248.2
Value of exports (mil $)	6.1
Value of imports (mil $)	24.5
Exports as a % of shipments	2.4
Imports as a % of new supply[1]	8.9
Imports as a % of apparent consumption[2]	9.2

[1] New supply is the sum of product shipments plus imports.
[2] Apparent consumption is the sum of product shipments plus imports less exports.
Source: Bureau of the Census and Bureau of Industrial Economics. Estimates by Bureau of Industrial Economics.

WEST SOUTH CENTRAL • ARKANSAS



ARKANSAS

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for pollution control
- Bonds for buildings, land and equipment
- State guarantee for $1 million in bonds
- Aid for job training
- "Free Port" law
- Foreign Trade Zone on Arkansas River

Tax rates:
- Corporate income tax .....1 to 6% over $25,000 net
- Personal income tax .....1-7% over $25,000
- Property tax
- Average $14.36 per $1000 market value
- Sales tax 3%
- Exemptions for manufacturing equipment
- Inventory tax $14.36 /M exc. "Free Port" firms
- Franchise and incorp. tax $1.10/M
- Gasoline tax .....$.095/gal.
- Gasohol .....exempt from state tax

Advanced education facilities:
- Four-year colleges and universities 17
- Two-year or junior colleges 7
- Vocational and business schools 31

Medical Facilities:
- Hospitals 96
- Clinics .....NA

Labor Analysis:
- High School graduates 29,414
- Mfgr. workers in Unions 15%

Source: **Arkansas Industrial Development Commission** 501/371-2052

State Employment Security Agency

For additional labor market information: Employment Security Division, ESD Building, Capitol Mall, Little Rock 72201 501/371-2121

Environment Controls

Air Pollution

Wilson Tolefree, Air Division Chief, Dept. of Pollution Control & Ecology, 8001 National Dr., Little Rock 72209 501/562-7444

Water Pollution

James Shell, Water Division Chief, same address and phone as above

Population

Cities over 25,000

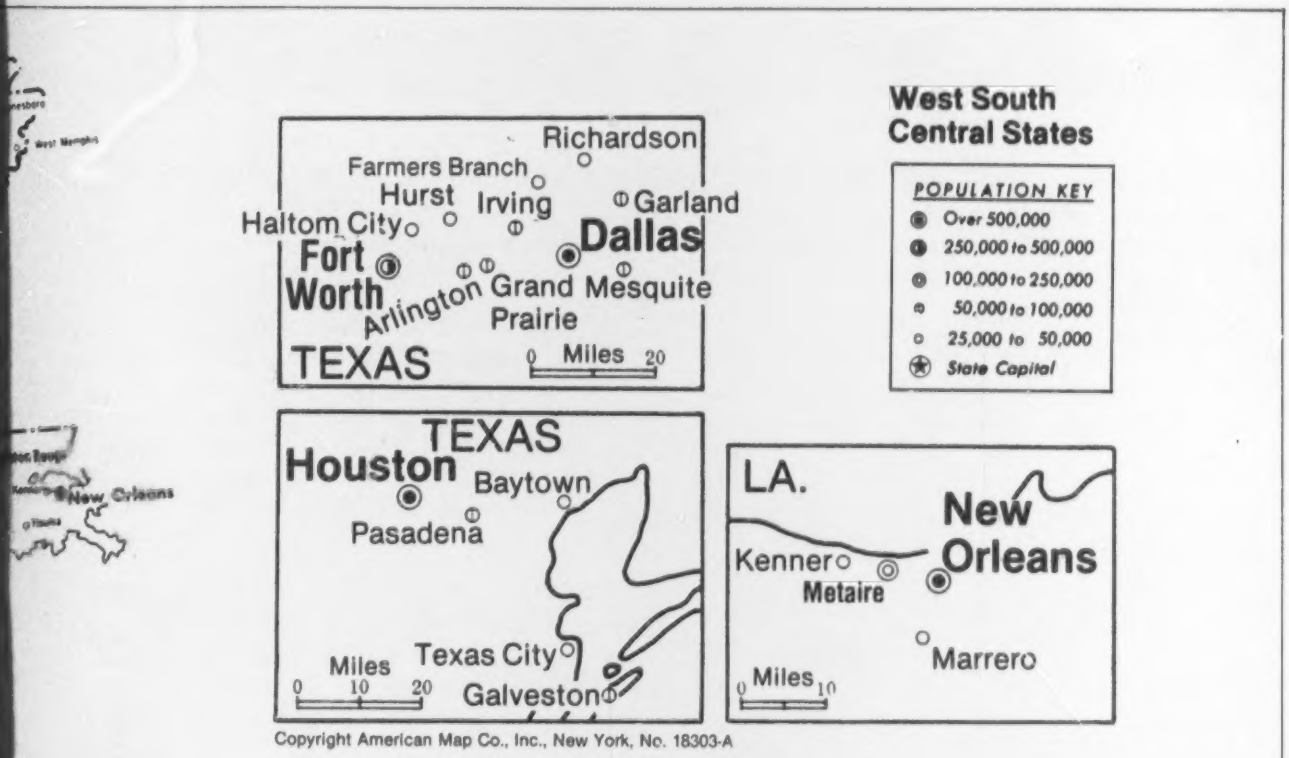
	Census 1970	Census 1980
	—Thousands—	
ARKANSAS	1,923.3	2,285.5
El Dorado	25.3	26.7
Fayetteville	30.7	36.6
Fort Smith	62.8	71.4
Hot Springs	35.6	35.2
Jacksonville	19.8	27.6
Jonesboro	27.1	31.5
Little Rock	132.5	158.5
North Little Rock	60.0	64.4
Pine Bluff	57.4	56.6
Texarkana*	52.2	52.8
West Memphis	26.1	28.1

NA = Not Available
*Please note that Texarkana is a bi-state city. Total includes both AR & TX.

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Fayetteville — Springdale	127.8	177.9
Fort Smith, Ark. — Okla.	160.4	203.3
Little Rock — North Little Rock	323.3	393.5
Memphis, Tenn. — Ark. — Miss.	834.1	912.9
Pine Bluff	85.3	90.7
Texarkana, Tex. — Texarkana, Ark.	113.5	127.0

• LOUISIANA • OKLAHOMA • TEXAS



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Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
ARKANSAS		
213.9	40.4	6.34
Fayetteville — Springdale		
20.1	35.8	5.82
Fort Smith		
21.0	39.3	6.46
Little Rock — North Little Rock		
29.1	39.3	7.28
Pine Bluff		
6.4	41.8	7.72

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Fayetteville—Springdale		
80.5	3.9	4.8
Fort Smith		
86.8	8.0	9.3
Little Rock—North Little Rock		
196.2	14.0	7.1
Pine Bluff		
41.4	3.9	9.3

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Memphis, Tenn.-Ark.-Miss. 11/80
Office, professional & technical	
Clerks, payroll	6.47
Secretaries	6.30
Stenographers	*6.02
Switchbd opr-receptionist	4.90
Drafters (Class A)	(a)8.57
Electronics technicians	(a)9.75
Computer operators	6.99
Computer programmers (business)	*8.67
Maintenance & powerplant (men)	
Carpenters	(c)9.30
Electricians	10.24
Engineers, stationary	9.85
Machinists	9.81
Mechanics (machinery)	9.32
Tool & die makers	9.23
Custodial & material movement (men)	
Guards & watchmen	*6.48
Janitors, porters & cleaners	*5.06
Laborers, mat'l handling	4.87
Shipping & receiving clerks	6.44
Truckdrivers	5.83
Forklift operators	6.81

*Computed from available statistics

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
744.9	. . . .	. . . .
MANUFACTURING		
210.4	39.3	5.71
DURABLE GOODS		
113.8	39.7	5.69
Lumber and Wood Products—SIC 24		
20.6	40.7	5.14
Furniture and Fixtures—SIC 25		
9.8	38.4	4.92
Stone, Clay, and Glass Products—SIC 32		
5.0	42.0	6.48
Primary Metal Industries—SIC 33		
7.9	39.6	6.94

Arkansas

IT MAKES EVERY TRIP A SHORT TRIP.

The Arkansas offers one great feature most other states don't. A central location in the lower 48.

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For an appointment call Don Flanders, Director, Arkansas Industrial Development Commission, (501) 371-1121, or write One Capitol Mall, Little Rock, Arkansas 72201. He's got the model you've been looking for.

IN THE NEW ARKANSAS, YOU'VE ARRIVED.

Fabricated Metal Products—SIC 34		
13.4	40.7	5.94
Machinery, Except Electrical—SIC 35		
13.8	39.0	5.97
Electric & Electronic Eqpmt.—SIC 36		
23.8	39.6	6.16
Transportation Equipment—SIC 37		
7.3	37.3	5.64
NONDURABLE GOODS		
96.6	38.7	5.75
Food and Kindred Products—SIC 20		
32.4	38.6	4.74
Textile Mill Products—SIC 22		
4.0	39.1	5.30
Apparel and Other Textile Products—SIC 23		
13.4	35.7	4.27
Paper and Allied Products—SIC 26		
13.0	40.6	8.74
Printing and Publishing—SIC 27		
9.2	38.9	5.91
Chemicals and Allied Products—SIC 28		
7.7	41.0	8.46
Petroleum and Coal Products—SIC 29		
1.7	46.1	6.69
Rubber and Plastics Products, NEC—SIC 30		
8.0	39.5	6.16
Leather and Leather Products—SIC 31		
7.2	37.3	4.11

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

El Dorado 4, 5, 11
Fayetteville 1, 9, 11
Fort Smith 1, 2, 4, 9, 11
Hot Springs 4, 5, 10
Jacksonville 4 (Little Rock)
Jonesboro 1, 4, 6, 10
Little Rock 4, 6, 7, 8, 9, 11, 12, 13
North Little Rock 4, 6 (Little Rock)
Pine Bluff 4, 6 (Little Rock)
Texarkana 2, 4, 6, 10
West Memphis 1, 4, 5 (Memphis, TN)

Railroads

1. Burlington Northern
2. Kansas City Southern
4. Missouri Pacific Lines
5. Rock Island Lines
6. Cotton Belt Route

Airlines

7. American
8. Delta
9. Frontier
10. Rio Airways
11. Scheduled Skyways
12. Texas Intl.
13. TWA

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

El Dorado — 1e, 3g
Fayetteville — 7e, 8g
Fort Smith — 2e, 5g
Hot Springs — 1e, 3g
Jacksonville — 1e, 3g
Jonesboro — 9e, 3g
Little Rock — 1e, 3g
North Little Rock — 4e, 3g
Pine Bluff — 1e, 3g
Texarkana — 7e, 3g
West Memphis — 6e, 3g

1. Arkansas Power & Light Co.
   P.O. Box 551, Little Rock 72203
2. Oklahoma Gas & Electric Co.
   321 N. Harvey Ave., Oklahoma City, Oklahoma 73101
3. Arkansas Louisiana Gas Co.
   525 Milan, Shreveport, La. 71151
4. North Little Rock Electric Dept.
   800 Main St., Box 159, North Little Rock 72115
5. Arkansas Oklahoma Gas Corp.
   115 N. 12th St., Fort Smith 72901
6. West Memphis Utility Dept.
   604 E. Cooper, Box 38, West Memphis, 72301
7. Southwestern Electric Power Co.
   428 Travis St., Box 21106, Shreveport, La. 71156
8. Arkansas Western Gas Co.
   1001 Sain St., Fayetteville 72701
9. Jonesboro Wtr. & Lt. Plant
   400 E. Monroe, Jonesboro 72401

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Abrasives (short Tons)	280	1,686
Bauxite (thou. metric tons)	1,299	19,252
Clays	1,150	14,402
Gem stones	NA	140
Lime	175	7,785
Sand & gravel	13,017	31,651
Stone:		
Crushed	20,666	61,399
Dimension	8	355
Combined value of barite, bromine, cement (masonry & portland), gypsum, talc (soapstone), tripoli, and vanadium.		149,961
Grand Total Arkansas 1980		**286,631**

* = Thousand short tons except as noted
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
El Dorado	44	82	2645	2204
Fayetteville	37	79	3839	1487
Fort Smith	39	82	3336	2022
Hot Springs	43	82	2729	2205
Jonesboro	40	81	3352	1938
Little Rock	40	81	3354	1925
Pine Bluff	44	83	2588	2314

Industrial Development Counselors

State Development Agency

Flanders, Don, Exec. Dir.
Arkansas Industrial Development Commission
One State Capitol Mall
Little Rock 72201
501/371-2052

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Conway
Murphy, Guy W., C.I.D.
Exec. V.P., Conway Dev. Corp.
Box 1492 72032
501/327-7788

Little Rock
Christy, George J., President
The Christy Co.
1010 Plaza West 72205
501/664-2522

Faucett, Ernest D., Coordinator
Comm. & Ind. Dev. Dept.
Arkansas Electric Cooperatives, Inc.
800 Scott Hamilton, Box 9469
72219
501/562-0220

Fleming, O. Nolan, C.I.D.
Dir. of Econ. Dev.
Greater Little Rock C. of C.
One Spring St. 72201
501/374-4871

Bush, Alton, C.I. D., ID Counselor
Ark. Power & Light Co.
Box 551, 72203
501/371-4326

Tucker, E., Jr., C.I.D.
President
Ind. Dev. of Little Rock
1780 Tower Bldg. 72201
501/375-3219

Pine Bluff
Gieringer, W. A., C.I.D., Pres.
Jefferson Cty. Ind. Fdtn.
Box 6866, 71611
501/535-7189

Circle adjacent number on ACTION CARD for Arkansas Free Literature

CIRCLE NO.

80 **STATE OF ARKANSAS —** *Basics of Plant Location in Arkansas.* Analyzing the state industrial incentives, advantages and the quality of life.

Use PLANT LOCATION advertisers for the competent professional service they can provide on their area advantages and facilities.

LOUISIANA

State Information

Financial assistance to industry:

- Tax exemptions
- Bonds for buildings, land & equipment
- Bonds for pollution control
- Free pre-employment training

Tax rates:

- Corporate income tax 4-8%*
- Personal income tax .....2 to 6%
- Sales tax 3%
- Franchise and incorp. tax $1.50/M
- Gasoline tax .....$.08/gal.

Advanced education facilities:

- Four-year colleges and universities 28
- Two-year or junior colleges 6
- Vocational and technical schools 53

*8% after $200,000 of LA earnings. Federal income tax is deductible for calculating state income tax, therefore cutting the effective state tax rate by one half.

Medical Facilities:

- Hospital 155

Labor Analysis:

- High School graduates: 54,931
- Mfgr. worker in Union (Non-agril) 16.2

Source: **Louisiana Office of Commerce and Industry**

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
LOUISIANA	3,641.3	4,204.0
Alexandria	41.6	51.6
Baton Rouge	166.0	220.0
Bossier City	41.6	50.0
Houma	30.9	32.6
Kenner	29.9	66.4
Lafayette	68.9	82.0
Lake Charles	78.0	75.0
Monroe	56.4	57.6
New Iberia	30.1	32.7
New Orleans	593.5	557.5
Shreveport	182.1	206.0
Slidell City	16.1	27.0

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Alexandria	131.7	152.0
Baton Rouge	375.6	494.0
Lafayette	111.6	150.0
Lake Charles	145.4	167.0
Monroe	115.4	139.2
New Orleans	1,046.5	1,186.7
Shreveport	336.0	376.6

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
LOUISIANA		
217.5	41.3	8.66
Alexandria		
5.9	....	....
Baton Rouge		
26.6	41.0	11.42
Lafayette		
5.0	....	....
Lake Charles		
13.6	....	....
Monroe		
7.5	....	....
New Orleans		
54.3	41.4	8.61
Shreveport		
28.0	40.3	7.94

Preliminary figures

Unemployment

Major Market Areas—10/81*

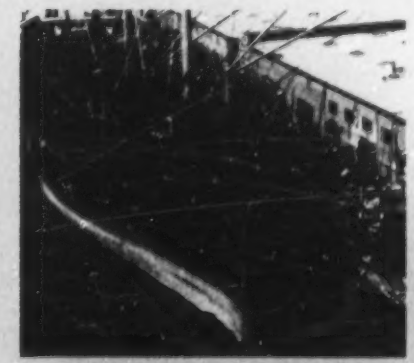
Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Alexandria		
70.9	6.5	9.2
Baton Rouge		
229.2	21.3	9.3
Lafayette		
89.3	3.8	4.3
Lake Charles		
77.1	6.3	8.1
Monroe		
52.5	4.9	9.4
New Orleans		
480.5	35.7	7.4
Shreveport		
157.1	11.5	7.3

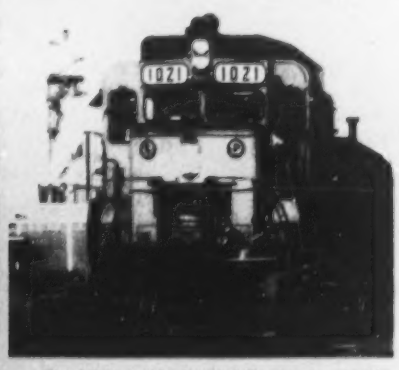
*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, Employment Security Bldg., 1001 N. 23rd St., P.O. Box 44094 Capitol Station, Baton Rouge 70804
504/342-3111

INDUSTRIAL SITES AVAILABLE





The Michoud Industrial Center, located in the comprehensive new community of New Orleans East has prime industrial sites available. The sites have rail and interstate access. Several parcels are adjacent to the Gulf Intracoastal Waterway affording users water connection to the Mississippi River Gulf Outlet, the Gulf, the Industrial Canal and Lake Pontchartrain. NASA and 50 firms are already located in the Center.

For more information, please contact the New Orleans East Marketing Services Department at (504) 254-1400.

MICHOUD INDUSTRIAL CENTER

NEW ORLEANS EAST

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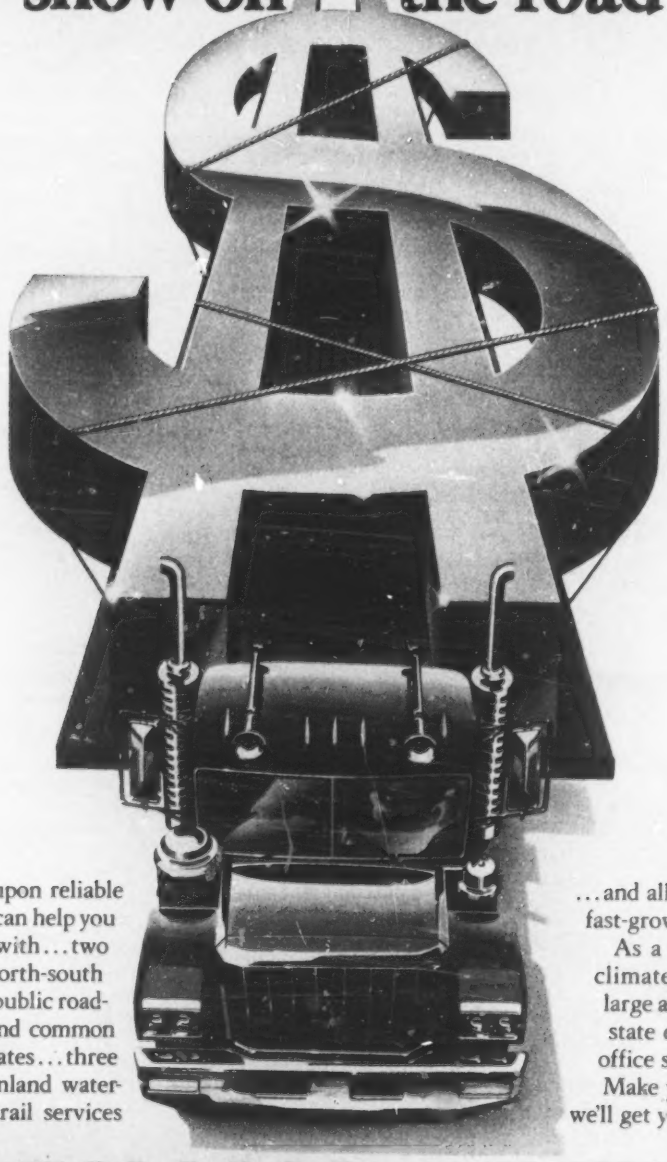

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Louisiana Department of Commerce
P.O. Box 44185, Dept. PL
Baton Rouge, LA 70804

Name _____

Title _____

Company _____

Address _____

City/State/Zip _____

Circle 82 on Brochure Service Card

LOUISIANA

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	New Orleans 10/81
Office, professional & technical	
Clerks, payroll	6.15
Secretaries	7.34
Stenographers	*5.74
Switchbd opr-receptionists	4.85
Drafters V	11.03
Electronics technicians	*12.47
Computer operators	6.70
Computer programmers (business)	*9.43
Maintenance & powerplant (men)	
Carpenters	*12.13
Electricians	11.28
Engineers, stationary	11.05
Machinists	11.99
Mechanics (machinery)	10.98
Custodial & material movement (men)	
Guards & watchmen	5.95
Janitors, porters & cleaners	6.37
Laborers, material handling	4.99
Shipping & receiving clks	6.84
Truckdrivers	7.24
Forklift operators	7.05

*Computed from available statistics

Environment Controls

Dept. of Natural Resources, Office of Environmental Affairs, P.O. Box 44396, Baton Rouge, LA 70809, Jim Porter, Assistant Secretary

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,571.1	. . . .	. . . .
MANUFACTURING		
212.2	41.2	7.74
DURABLE GOODS		
101.5	41.7	7.44
Lumber and Wood Products—SIC 24		
14.9	41.0	5.50
Furniture and Fixtures—SIC 25		
.8	. . . .	. . . .
Stone, Clay, and Glass Products—SIC 32		
8.8	40.3	7.21
Primary Metal Industries—SIC 33		
7.5	. . . .	. . . .
Fabricated Metal Products—SIC 34		
16.9	42.1	8.02
Machinery, Except Electrical—SIC 35		
12.2	39.0	7.83
Electrical Equipment and Supplies—SIC 36		
10.2	38.7	7.81
Transportation Equipment—SIC 37		
28.1	45.2	7.92
NONDURABLE GOODS		
110.7	40.6	8.07
Food and Kindred Products—SIC 20		
26.5	39.2	5.56
Apparel and Other Textile Products—SIC 23		
11.4	36.3	3.95
Paper and Allied Products—SIC 26		
13.1	45.5	8.76
Printing and Publishing—SIC 27		
9.1	36.8	7.26
Chemicals and Allied Products—SIC 28		
33.5	42.8	11.05
Petroleum and Coal Products—SIC 29		
13.0	45.8	10.41

GROWTH SOURCE

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All site locations services are free and confidential

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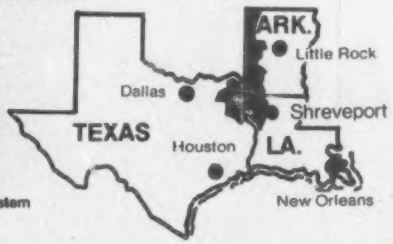


Call or write
C.W. Andrews, Manager, Area Development Dept.
Southwestern Electric Power Company
318-222-2141 Ext. 311
P.O. Box 21106 Shreveport, LA 71156

Circle 83 on Brochure Service Card

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Alexandria 3, 4, 7, 16
Baton Rouge 3, 6, 7, 11, 16, 24, 29
Bossier City 2, 4, 6, 7 (Shreveport)
Houma 4 (New Orleans)
Kenner 6, 7 (New Orleans)
Lafayette 4, 20, 29
Lake Charles 3, 4, 7, 20, 29
Monroe 3, 6, 16, 24
New Iberia 3, 4 (Lafayette)
New Orleans 3 to 9 incl., 10 to 17 incl., 19, 21 to 25 incl., 27 to 31 incl.
Shreveport 2, 3, 4, 6, 7, 11, 16, 18, 26
Slidell City 6, 8 (New Orleans)

Railroads

2. Cotton Belt Route SSW
3. Missouri Pacific Lines
4. Southern Pacific Lines SPL or SP
6. Illinois Central Gulf
7. Kansas City Southern
8. Southern
9. Louisville & Nashville

Airlines

10. Air New Orleans
11. American
12. Aviateca
13. Braniff
14. British Airways
15. Continental
16. Delta
17. Eastern
18. Frontier
19. Lacsa
20. Metro Arlns.
21. Northwest
22. Ozark
23. Pan Am
24. Republic
25. Sahsa
26. Scheduled Skyways
27. Southwest Arlns.
28. Taca
29. Texas Int'l.
30. U.S. Air
31. Wien Air

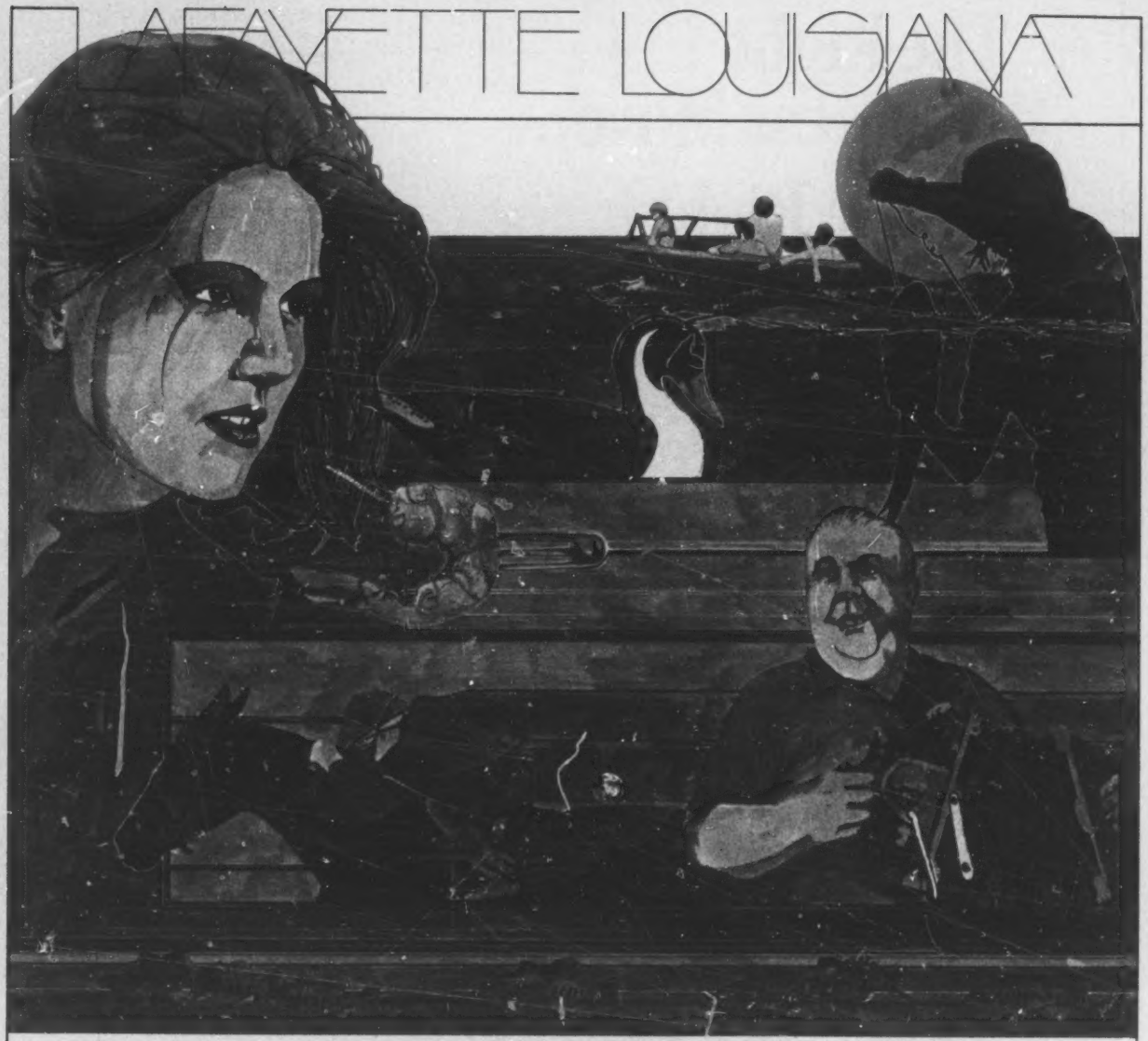
Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Alexandria — 1eg, 16g
Baton Rouge — 3eg, 13g
Bossier City — 4e, 11g
Houma — 12eg, 2g
Kenner — 9e, 15g
Lafayette — 5e, 16g

LAFAYETTE LOUISIANA



Join Lafayette's "joie de vivre"

It means "joy of living", and Lafayette, Louisiana has it in abundance for the executive families that move here. As a matter of fact, many who move here stay.

A large part of our appeal is our extensive personal service base. All the services you'd expect only in much larger urban communities are right at hand, including legal, medical, and financial.

Housing is available in a wide variety, and the cost is on a par with other growing areas of the Sunbelt such as Houston, Dallas, New Orleans or Atlanta. You'll find that one of the lowest residential property tax rates in the nation helps offset the high initial cost.

Educationally, Lafayette provides quality at every level, up to the state's second-largest university. Our ACT scores show that we're well above the state mean in composite scores, and competitive with the national mean.

But there's a lot more to Lafayette's "joie de vivre" than we can talk about in one advertisement. We can send you an overview of them all in the Executive Summary of a study of our locational resources, performed by one of the nation's respected corporate consulting firms. Just call or write for your copy.

Lafayette Harbor, Terminal and Industrial Development District
P.O. Drawer 51307
Lafayette, Louisiana 70505
(318) 233-2705

Circle 81 on Brochure Service Card

The Right Business Move... At The Right Business Time... With The Right Business People...

If you're thinking of relocating your industry or starting a new one, Louisiana is the right move. We've got the land—Industrial Parks, Ports and Sites. We've got a willing and able labor pool and a business-oriented state government. And we've got the people. Business people who can see that you get the right location for your business, set up meetings for you with the right contacts, supply you with all the important up-to-date facts about our business climate. Louisiana. It's the right move...at the right time...with the right people.

INDUSTRIAL SITES

NORTH LOUISIANA Community	No. of Acres	SOUTH LOUISIANA Community	No. of Acres
Arcadia	70	Amite	142
Bastrop	215	Bogalusa	51
Bernice	150	Chalmette	50
Gibsland	37	Destrehan	28
Haynesville	50	Hammond	1419
Lake Providence	90	Houma	31
Jena	135	Independence	20
Montgomery	40	Kentwood	67
Olla	15	Marksville	75
Ringgold	40	Ponchatoula	150
Springhill	115	Robert	89
		Thibodaux	50

DEVELOPED INDUSTRIAL PARKS

NORTH LOUISIANA Community	No. of Acres	SOUTH LOUISIANA Community	No. of Acres
Bastrop	219	Airline Industrial Park, Reserve	500
Columbia	28	Bogalusa	86
Delhi	20	Hammond	125
Ferriday	10	Plantation Business Campus Destrehan	138
Hymer	30		
Monroe—West Monroe	742		
Winnsboro	251		

DEVELOPED PORTS, BARGE & SHIP SITES, AND OFFICE PARK

Location	Code	No. of Acres
James Business Park, Kenner	C	170
Lower Mississippi River	B	97,293
Mississippi River near Lake Providence	A	284
Mississippi River near Mound	B	1200
Mississippi River near Tallulah	A	90
Mississippi River near Tallulah	B	311
Ouachita River near Columbia	B	750
Ouachita River near Monroe	B	1250

Code: A—Developed Port; B—Ship and/or barge site; C—Office Park

Your business contact for industrial locations and information:
A.J. "Dusty" Rhodes, C.I.D.
Area and Industrial Development Manager
Louisiana Power & Light
Box 6008, 142 Delaronde Street
New Orleans, Louisiana 70174
(504) 363-6601

LOUISIANA POWER & LIGHT
MIDDLE SOUTH UTILITIES SYSTEM

Circle 116 on Brochure Service Card

Lake Charles — 3e, 7g
Monroe — 9e, 15g
New Iberia — 6e, 7g
New Orleans — 9e, 10eg
Shreveport — 4e, 11g
Slidell City — 6e, 15g

1. Alexandria Mun. Util.
   911 Casson, Alexandria 71301 or
   1011 N. 3rd, Box 71
2. Sugar Bowl Gas Co.
   Box 669, Thibodaux 70301
3. Gulf States Utilities Co.
   446 North Blvd., Baton Rouge
   70802
4. Southwestern Electric Power Co.
   428 Travis St., Box 21106,
   Shreveport 71156
5. Lafayette Utilities System
   1830 Walker Rd., Box 4017-C,
   Lafayette 70502
6. Central Louisiana Electric Co., Inc.
   415 Main St., Pineville 71360
7. Entex, Inc.
   623 Walton St., New Iberia 70560
9. Louisiana Power and Light Co.
   142 Delaronde St., New Orleans
   70174
10. New Orleans Pub. Service, Inc.
    317 Baronne St., New Orleans
    70160
11. Arkansas Louisiana Gas Co.
    525 Milan, Shreveport 71151
12. Houma Municipal System (Light &
    Water)
    Box 6097, (Box 987), Houma 70360
13. Suburban Utilities, Inc.
    5652 Government, Baton Rouge
    70809
15. Louisiana Gas Service Co.
    P.O. Box 433, Harvey 70059
16. Louisiana Instrastate Gas Corp.
    P.O. Box 1352, Alexandria, 71301

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Alexandria	48	81	2200	2193
Baton Rouge	51	82	1670	2585
Houma	55	82	1215	2791
Lafayette	52	82	1551	2632
Lake Charles	52	82	1498	2739
Monroe	47	82	2311	2367
Shreveport	47	83	2167	2538

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	380	5,841
Salt	12,662	132,182
Sand & gravel	18,505	66,413
Sulfur (Frasch) (thou. metric tons)	2,590	W
Combined value of Cement (masonry & portland), gypsum, lime, and values indicated by symbol W		379,330
Grand Total-Louisiana 1980		**.....583,766**

* = Thousand short tons except as noted

W = Withheld to avoid disclosing individual company confidential data

Industrial Development Counselors

State Development Agency

Foltz, John, Asst. Secretary
Frazier, John
Louisiana Office of Commerce & Ind.
P.O. Box 44185
Baton Rouge 70804
504/342-5361

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Baton Rouge
Barnes, John H., Exec. Dir.
Capital Ec. Dev. Dist. Council, Inc.
4864 Constitution Ave.
Suite 2-A, 70808
504/926-4371

Destrehan
Baumeister, William, VP of Development
Plantation Business Campus
Joseph C. Canizaro Interests
P.O. Box 178, 70047
504/469-0900

Lafayette
Thomas, Ralph, Exec. Dir.
Harbor, Terminal & Ind. Dev. Dist.
Box 51307, 70505
318/233-2705

Metairie
Salvelli, D. A., Jr., VP
Bus. Parks Div.,
J. C. Canizaro Interests
3501 N. Causeway Blvd. 70002
504/831-3336

Monroe
Luke, Miles K., C.I.D.
Exec. Dir.
Ind. Dev. Board of N.E. LA
141 DeSiard St. Suite 100, 71201
318/387-0787

New Orleans
Mellin, Gilbert M., VP, Bus. Dev.
Whitney Nat'l Bank
Box 61260, 70161
504/586-7239
Rhodes, A. J., C.I.D., Area & ID Mgr.
Louisiana Pwr. & Light Co.
Box 6008, 70174
504/363-8801
Duncan, Carmen, L., Coord.
Marketing Services Dept.
New Orleans East
Michoud Industrial Cntr.
P.O. Box 2918, 70189
504/254-1400

Shreveport
Andrews, C. W., Mgr. AD
Southwestern Elec. Pwr. Co.
Box 21106, 71156
318/222-2141, Ext. 311
Mirabal, George
Greater Shreveport Econ.
Dev. Foundation
Box 20074, 71120
318/226-8521
Bryan, Wayne R., Bus. Dev. Mgr.
First Nat'l Bank
Box 21116, 71154
318/226-2346
Clarke, Jack W., C.I.D.,
Realtor — Developer — Investor
Box 6, 71161
318/221-5175

Lowe, Roy E., GM, Econ. Dev.
Northwest La. Dev. Center
Box 1797-2, 71166
318/222-8098

Circle adjacent number on ACTION CARD for Louisiana Free Literature

CIRCLE NO.

82 **STATE OF LOUISIANA** — *Louisiana Works,* find out why with information on tax exemptions, industrial development bonds, training programs, etc. from the Louisiana Office of Commerce & Industry.

83 **SWEPCO** — Info on sites, buildings, utilities, taxes, transportation, industrial revenue bonds, etc. All information is free & confidential.

81 **LAFAYETTE HARBOR TERMINAL**

Use PLANT LOCATION advertisers for the competent professional service they can provide on their area advantages and facilities.

OKLAHOMA

State Information

This year Oklahoma is celebrating its 75th anniversary of statehood with a series of events that will show the progress that has been made in transforming untamed wilderness and plains into a growing, dynamic state that is now one of the fastest growing in the nation.

During its first 75 years, Oklahoma has developed an economy that is broadly-based and diversified with a balance among petroleum, agriculture and manufacturing.

Oklahoma had the third largest increase in manufacturing employment of all of the 50 states during the past decade, attracting such nationally-known companies as General Motors, Ford, Goodyear Tire and Rubber Company, Mercury Marine, Shaklee, Baker International, Eaton Corporation, Huffy Bicycle, Maremont, Mobile Chemical and Ralston-Purina, just to name a few.

Investment in new and expanded manufacturing facilities during 1981 showed a 25 percent increase over 1980. More than half of the new manufacturing plants locating in the state during the past year are engaged in producing equipment for the petroleum industry, a direct result of the energy boom currently underway in Oklahoma.

Oklahoma presently has nearly 900 active drilling rigs, including the world's largest which was fabricated in Oklahoma City. The rig is a drilling to a depth of 35,200 feet, which when completed will be a new world's record.

Financial assistance to industry:

Tax incentives
Bonds for buildings, land & equipment
Bonds for pollution control
Aid for job training

Tax rates:

Corporate income tax 4%
Personal income tax ...6% maximum
Property tax — no state property tax
Local property tax
.....averages $1.02 per $100 of fair cash value
Sales tax 2%
Inventory tax .....see property tax
Franchise and Incorporation tax .....$1.25/M; $20,000 maximum
Use tax 2%
Gasoline tax .....$.6½ per gal.

Advanced education facilities:

Four-year colleges and universities.....22
Two-year or junior colleges 19
Vocational and business training schools 136

Medical Facilities:

Hospitals 135
Clinics .....NA

Labor Analysis:

High School graduates 38,875
Mfgr. workers in Unions 13.5%

Source: **Oklahoma Dept. of Economic Development**

Environment Controls

Air Pollution

Deputy Comm'r., Environmental Health Services, 10th & Stonewall, Oklahoma City 73105. 405/271-5204

Water Pollution

Deputy Comm'r., Environmental Health Services, 10th & Stonewall, Oklahoma City 73105. 405/271-5204

Director, Oklahoma Water Quality Service, 10th & Stonewall, Oklahoma City 73105. 405/271-5205

OKLAHOMA

Solid & Industrial Waste

Deputy Commr., Environmental Health Services, 10th & Stonewall, Oklahoma City 73105. 405/271-5204

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
OKLAHOMA	2,559.2	3,025.3
Bartlesville	29.7	34.6
Broken Arrow	11.0	35.8
Del City	27.1	28.4
Edmond	16.6	34.6
Enid	45.0	50.4
Lawton	74.5	80.1
Midwest City	48.2	49.6
Moore	18.8	35.1
Muskogee	37.3	40.0
Norman	52.1	68.0
Oklahoma City	368.2	403.2
Ponca City	25.9	26.2
Shawnee	25.1	26.5
Stillwater	31.1	38.3
Tulsa	330.4	360.9

NA = Not Available

State Employment Security Agency

For additional labor market information: Employment Security Commission, Will Rogers Memorial Office Bldg., Oklahoma City 73105
405/521-3735

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Enid	56.3	62.8
Fort Smith, Ark. — Okla.	160.4	203.3
Lawton	108.1	112.5
Oklahoma City	699.1	834.1
Tulsa	549.2	689.6

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
OKLAHOMA		
196.1	39.5	8.43
Enid		
2.8	....	....
Lawton		
2.9	....	....
Oklahoma City		
56.1	38.6	9.29
Tulsa		
66.8	40.8	8.90

*Preliminary figures

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Oklahoma City		
441.0	13.3	3.0
Tulsa		
350.1	12.3	3.5

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Oklahoma City 8/81
Office, professional & technical	
Clerks, payroll	6.16
Secretaries	6.84
Stenographers	(a)6.34
Switchbd opr-receptionists	5.15
Drafters (general)	7.65
Electronics technicians	9.84
Computer operators	7.19
Computer programmers (business)	10.25
Maintenance & powerplant (men)	
Carpenters	(a)8.68
Electricians	11.67
Engineers, stationary	11.93
Machinists	NA
Mechanics (machinery) (men & women)	8.83
Tool & die makers	11.58
Custodial & material movement (men)	
Guards & watchmen	7.53
Janitors, porters & cleaners	7.35
Laborers, material handling	6.47
Shipping & receiv. clerks	*6.68
Truckdrivers	7.57
Forklift operators	8.99

*Computed from available statistics

Need An Energy Boost?

Investigate Oklahoma Natural Gas Company and Oklahoma.

Oklahoma Natural Gas Company and Oklahoma are recognized as leaders in energy.

That's one of the reasons many of the nation's top corporations have opened new plants in the state. They knew energy was available and will continue to be in the future.

Of course, energy wasn't the only reason.

Labor, water transportation, market access, and a favorable tax structure are just a few more incentives to take Oklahoma seriously.

Find out all the reasons why Oklahoma has become a prime choice of the nation's top businesses. Call or write, in confidence:

Ken Coe
Manager Industrial Development
Post Office Box 871, Tulsa, Oklahoma 74102
918/583-6161

Oklahoma Natural Gas Company
A Division of ONEOK Inc.

Oklahoma

Circle 84 on Brochure Service Card

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,135.3	....	....
MANUFACTURING		
190.1	40.1	7.36
DURABLE GOODS		
123.2	40.6	7.52
Lumber and Wood Products—SIC 24		
3.4	....	....
Stone, Clay, and Glass Products—SIC 32		
10.3	40.7	7.84
Primary Metal Industries—SIC 33		
5.7	39.0	8.26
Fabricated Metal Products—SIC 34		
23.1	40.9	7.05
Machinery, Except Electrical—SIC 35		
38.9	40.3	6.94
Electric & Electronic Eqpmt.—SIC 36		
13.4	40.9	7.15
Transportation Equipment—SIC 37		
20.8	....	....
NONDURABLE GOODS		
66.9	39.1	7.05
Food and Kindred Products—SIC 20		
16.6	40.3	6.69
Apparel and Othe. Textile Products—SIC 23		
11.1	36.5	4.14
Printing & Publishing—SIC 27		
10.6	38.7	7.01
Petroleum and Coal Products—SIC 29		
8.9	....	....
Rubber and Plastics Products, NEC—SIC 30		
11.6	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Bartlesville 1, 4 (Tulsa)
Broken Arrow 4 (Tulsa)
Del City (Oklahoma City)
Edmond 1 (Oklahoma City)
Enid 1, 3, 6, 7, 14
Lawton 2, 3, 13, 14
Midwest City 1 (Oklahoma City)
Moore 1 (Oklahoma City)
Muskogee 3, 4, 5 (Tulsa)
Norman 1 (Oklahoma City)
Oklahoma City 1, 3, 4, 6 to 10 incl., 12, 13, 14, 16 to 20 incl.
Ponca City 1, 2, 7, 14
Shawnee 1, 2 (Oklahoma City)
Stillwater 1, 14
Tulsa 1, 3, 4, 5, 7 to 11 incl., 13, 15, 16, 17, 19, 20, 21

Railroads

1. Santa Fe Railway
2. Rock Island Lines
3. Burlington Northern
4. Katy
5. Missouri Pacific Lines
6. Oklahoma, Kansas & Texas

Airlines

8. American
9. Braniff
10. Continental
11. Delta
12. Eastern
13. Frontier
14. Metroflight Arlns.
15. Ozark
16. Scheduled Skyways
17. Southwest Arlns.
19. TWA
20. United
21. Western

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Bartlesville — 3e, 4g
Broken Arrow — 3e
Del City — 1e, 2g
Edmond — 8e
Enid — 1e, 2g
Lawton — 3e, 5g
Midwest City — 1e, 2g
Moore — 1e
Muskogee — 1e, 2g
Norman — 1e, 2g
Oklahoma City — 1e, 2g
Ponca City — 7e, 2g
Shawnee — 1e, 2g
Stillwater — 6e, 2g
Tulsa — 3e, 2g

1. Oklahoma Gas and Elec. Co.
   321 N. Harvey Ave., Oklahoma City 73101
2. Oneok, Inc.
   624 S. Boston, Tulsa 74119
3. Public Service Co. of Okla.
   212 E. 6th St., Tulsa 74119
4. Gas Service Co.
   2460 Pershing Rd., Kansas City, Mo. 64108
5. Arkansas Louisiana Gas Co.
   525 Milan, Shreveport, La. 71151
6. Stillwater Electric Dept.
   723 S. Lewis, Box 631, Stillwater 74074
7. Ponca City Mun. Wtr. & Lt. Dept.
   1400 N. Union St., Box 1450, Ponca City 74601
8. Edmond Electric Dept.
   315 S.W. 33rd St., Edmond 73034

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Bartlesville	35	81	3876	1838
Enid	36	83	3718	2041
Lawton	40	83	3147	2203
Muskogee	39	82	3335	2038
Norman	39	82	3247	2067
Oklahoma City	38	83	3457	2057
Ponca City	36	83	3672	2080
Shawnee	39	82	3336	1956
Stillwater	37	82	3631	1947
Tulsa	37	82	3680	1949

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	972	2,249
Gypsum	1,326	11,230
Helium:		
High-purity (mcf)	349	8,027
Crude (mcf)	23	276
Pumice	1	W
Sand & gravel	11,881	37,162
Stone (crushed)	28,173	76,267
Stone (dimension)	16	678
Combined value of cement (masonry & portland), feldspar, iodine, lime, salt, tripoli, and values indicated by symbol W		88,244
Grand Total Oklahoma 1980		**224,133**

* = Thousand short tons except as noted
W = Withheld to avoid disclosing individual company confidential data

Industrial Development Counselors

State Development Agency

Casey, Jay, C., Exec. Director
Dept. of Economic Dev.
Office of the Governor
P.O. Box 53424
Oklahoma City 73152
405/521-2401

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Lawton
Ard, Owen S. (Sam), Dir.
Lawton Ind. Foundation Inc.
607 C Ave., Box 63, 73501
405/248-1331

Oklahoma City
Fishel, Roland R., Div. Mktg. Mgr.
Southwestern Bell Telephone Co.
200 N. Harvey, Rm 1013, 73102
405/236-7911

Young, Arnold, Dir.
Ind. Div. Dir.
OK Dept. of ID
P.O. Box 53424, Suite 217
4024 N. Lincoln, 73152
405/521-2401

Ponca City
Long, Robert R., C.I.D., Exec. V.P.
P.C. Ind. Fdtn., Inc.
Box 1722, 74601
405/762-6385

Tulsa
Coe, Kenneth H., Ind. Dev. Mgr.
OK Natural Gas Co.
Box 871, 74102
918/583-6161

Degitz, John, Mktg. Mgr.
Ec. Dev. Div., Metro. C. of C.
616 S. Boston Ave.
74119
918/585-1201

Circle adjacent number on ACTION CARD for Oklahoma Free Literature

CIRCLE NO.

85 **STATE OF OKLAHOMA** — *Take a Close Look at Oklahoma,* details on how you can increase your profit potential. Of special interest to companies considering new location, info on tax incentives, from the Dept. of Industrial Development.

TEXAS

State Information

Financial assistance to industry:
Bonds for pollution control

Tax rates:

Personal property tax .....varies
Sales tax 4%
Inventory tax .....varies
Equip. and machinery tax varies locally
Franchise tax $4.25/M

TEXAS

Advanced education facilities:

Four-year colleges and universities 74
Two-year or junior colleges 66
Vocational and business schools 500

Source: Texas Industrial Commission

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
TEXAS	11,198.7	14,228.4
Abilene	89.7	98.3
Amarillo	127.0	149.2
Arlington	90.2	160.1
Austin	253.5	345.5
Baytown	44.0	56.9
Beaumont	117.5	118.1
Brownsville	52.5	85.0
Bryan	33.7	44.3
Carrollton	13.9	40.6
College Station	17.7	37.3
Corpus Christi	204.5	232.0
Dallas	844.4	904.1
Del Rio	21.3	30.0
Denton	39.9	48.1
Duncanville	14.1	27.8
El Pasco	322.3	425.3
Fort Worth	393.5	385.1
Galveston	61.8	61.9
Garland	81.4	138.9
Grand Prairie	50.9	71.5
Haltom City	28.1	29.0
Harlingen	33.5	43.5
Houston	1,233.5	1,594.1
Hurst	27.2	31.4
Irving	97.3	109.9
Killeen	35.5	46.3
Kingsville	28.9	28.8
Laredo	69.0	91.4
Longview	45.5	62.8
Lubbock	149.1	174.0
Lufkin	23.0	28.6
McAllen	37.6	67.0
Mesquite	55.1	67.1
Midland	59.5	70.5
Nacogdoches	22.5	27.1
North Richland Hills	16.5	30.6
Odessa	78.4	90.0
Paris	23.4	25.5
Pasadena	90.0	112.6
Plano	17.9	72.3
Port Arthur	57.4	61.2
Richardson	48.4	72.5
San Angelo	63.9	73.2
San Antonio	654.2	785.4
Sherman	29.1	30.4
Temple	33.4	42.5
Texarkana*	52.2	52.8
Texas City	38.9	41.4
Tyler	57.8	70.5
Victoria	41.3	50.7
Waco	95.3	101.3
Wichita Falls	96.3	94.2

NA = Not Available

*Please note that Texarkana is a bi-state city. Total includes both TX & AR

State Employment Security Agency

For additional labor market information: Employment Commission, TEC Bldg., 15th & Congress Ave., Austin 78778
512/397-4111

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Abilene	122.2	139.2
Amarillo	144.4	173.7
Austin	360.5	536.5
Beaumont — Port Arthur	347.6	375.5
Brownsville — Harlingen — San Benito	140.4	209.7
Bryan — College Station	58.0	93.6
Corpus Christi	284.8	326.2
Dallas — Fort Worth	2,377.6	2,974.9
El Paso	359.3	479.9
Galveston — Texas City	169.8	195.9
Houston	1,999.3	2905.4
Killeen — Temple	159.8	214.7
Laredo	72.9	99.3
Longview — Marshall	120.8	151.8
Lubbock	179.3	211.7
McAllen — Pharr — Edinburg	181.5	283.2
Midland	65.4	82.6
Odessa	92.7	115.4
San Angelo	71.0	84.8
San Antonio	888.2	1,072.0
Sherman — Denison	83.2	89.8
Texarkana, Tex. — Texarkana, Ark.	113.5	127.0
Tyler	97.1	128.4
Victoria	53.8	68.8
Waco	147.6	170.8
Wichita Falls	128.6	130.7

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
TEXAS		
1,087.2	41.6	8.20
Abilene		
6.6	41.5	5.48
Amarillo		
9.8	40.2	8.09
Austin		
31.5	41.9	8.46
Beaumont — Port Arthur — Orange		
44.2	41.4	10.97
Corpus Christi		
16.5	42.5	8.53
Dallas — Fort Worth		
322.4	40.3	7.75
El Paso		
36.4	45.2	5.11
Galveston — Texas City		
12.5	42.0	11.46
Houston		
258.1	43.8	9.73
Longview — Marshall		
19.6	40.8	8.11
Lubbock		
11.8	41.6	6.35
Midland		
4.1	....	....
Odessa		
8.5	....	....
San Angelo		
6.3	38.8	5.77
San Antonio		
53.8	41.2	5.96

Circle 92 on Brochure Service Card

Sherman — Denison		
12.8	38.3	7.41
Waco		
17.0	39.9	6.76
Wichita Falls		
10.5	42.6	7.40

*Preliminary figures

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Amarillo		
89.7	3.5	3.9
Austin		
268.0	9.4	3.5
Beaumont—Port Arthur—Orange		
170.6	9.3	5.4
Corpus Christi		
147.2	7.6	5.2
Dallas—Fort Worth		
1,622.3	68.1	4.2
El Paso		
172.7	12.6	7.3
Galveston—Texas City		
86.0	4.8	5.5
Houston		
1,576.9	62.0	3.9
Lubbock		
102.4	4.2	4.1
San Antonio		
440.2	25.0	5.7
Waco		
82.5	3.7	4.5
Wichita Falls		
63.6	2.4	3.7

*Preliminary figures

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (D) = Dallas/Ft. Worth.

Abilene 2, 3, 23
Amarillo 2, 4, 10, 15, 18, 19, 41, 44, 46
Arlington 3, 5 (D)
Austin 3, 6, 8, 18, 19, 23 to 26, 41, 42, 44, 48
Baytown 3, 8 (Houston)
Beaumont 3, 8, 9, 10, 30, 31
Brownsville 3, 8, 44
Bryan 3, 8 (College Station)
Carrollton 1, 2, 6 (D)
College Station 3, 8, 38
Corpus Christi 3, 7, 8, 18, 19, 26, 30, 41, 42, 44
Dallas 1, 2, 3, 5, 6, 8, 9, 10, 13, 16, 18, 19, 20, 23, 25, 26, 27, 29, 31 to 38, 40, 41, 44, 45, 48, 50
Del Rio 8, 42
Denton 3, 6, 10 (D)
Duncanville 10 (D)
El Paso 1, 3, 8, 10, 18, 24, 26, 27, 41, 44
Fort Worth 1, 2, 3, 5, 6, 8, 10 (D)
Galveston 2, 3, 4, 6, 8, 10, 30
Garland 6, 10 (D)
Grand Prairie 3, 5 (D)
Haltom City (D)
Harlingen 3, 8, 19, 32, 41
Houston 1 to 4 incl., 6, 8, 10, 12, 13, 14, 16 to 28, 30, 31, 33 to 39, 41, 43, 44, 46 to 51
Hurst 2, 5 (D)
Irving 2, 5 (D)
Killeen 10, 38
Kingsville 3 (Corpus Christi)
Laredo 3, 7, 30, 44
Longview 3, 10, 31
Lubbock 2, 10, 15, 18, 19, 24, 41, 44
Lufkin 1, 8 (Shreveport, LA)
McAllen 3, 8, 44
Mesquite 3 (D)
Midland 3, 18, 19, 24, 41, 44
Nacogdoches 8 (Shreveport, LA)
North Richland Hills (D)
Odessa 3 (Midland)
Paris 2, 3, 8, 10, 31
Port Arthur 8, 9 (Beaumont)
Plano 1, 8 (D)
Pasadena 8 (Houston)
Richardson 8, 10 (D)
San Angelo 10, 38
San Antonio 3, 6, 8, 18, 19, 24, 25, 26, 30, 32, 34, 41, 44, 46, 47, 48
Sherman 1, 2, 3, 6, 8 (D)
Temple 6, 10, 38
Texarkana 1, 3, 9, 38
Texas City 2, 3, 4, 6, 8, 10 (Galveston)
Tyler 1, 3, 31
Victoria 3, 8, 30
Waco 1, 3, 6, 8, 22, 38
Wichita Falls 2, 6, 31, 38

Railroads

1. Cotton Belt Route

Sure, South Texans have right to work. More important, they have the will to work!

And because they take personal pride in a job well done, our capable workers can help you make bigger profits. Labor productivity in value added per wage dollar is $4.99 — a healthy 34% above the national average.*

South Texas offers other incentives, too: lower operating and living costs • no state income tax, either corporate or personal • excellent transportation facilities (including deep water and intracoastal barge systems) • a wide range of basic raw materials • no winter-weather closedowns • and industrial revenue bonds. You also get a rewarding personal dividend in the great quality of life possible in winter resort country, with opportunities for outdoor fun year around.

Central Power and Light Company wants to help you find the South Texas site that's right for you. Call Coy Kirkpatrick, Jr. at 512-881-5700 or mail the coupon.

Please send me your South Texas Industrial Data File with complete economic information about the area.

Name _____

Title _____

Company _____

Address _____

City, State, Zip _____

Telephone _____

Send correspondence to:
Coy Kirkpatrick, Jr.
Manager, Industrial Development
Central Power and Light Company
P.O. Box 2121, Dept. PL-42
Corpus Christi, Texas 78403
Telephone: 512-881-5700

*Based on figures from the U.S. Department of Commerce.

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What makes Fort Worth special:

Wide-open work space.

Gary Bowling, Fort Worth National's vice president for industrial development, surveys open spaces adjacent to Fort Worth's growing skyline.

Within the next two years, more than three million square feet of new office space will be available in the Fort Worth area—much of it ready, or negotiable, right now.

But even with all the expansion we are now experiencing, there's plenty of land left. Our city still offers a relaxed, small-town lifestyle, low housing costs, a mild climate and a cost of living 12% below the national average. Because nine railroads and more than 40 trucking companies operate coast-to-coast, and the nearby Dallas/Fort Worth Airport serves as a gateway to the world, Fort Worth is an ideal manufacturing and shipping center.

For details on available office and industrial space, or for more information about this special city, write Gary Bowling, P.O. Box 2050, Fort Worth, Texas 76101. Or call (817) 338-8287.

It's good business to say

FORT WORTH NATIONAL

...that's my BANK

MEMBER TEXAS AMERICAN BANCSHARES INC.
Member FDIC

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2. Burlington Northern
3. Missouri Pacific Lines
4. Rock Island Lines
5. Oklahoma, Kansas & Texas
6. Katy
7. Texas Mexican
8. Southern Pacific Lines
9. Kansas City Southern
10. Santa Fe Railway

Airlines

12. Aeromexico
13. Air Canada
14. Air France
15. Air Midwest
16. Alaska Arlns.
17. Alea
18. American
19. Braniff
20. British Caledonia
21. Cayman Airways
22. Cen-Tex Arlns.
23. Chaparral Arlns.
24. Continental
25. Delta
26. Eastern
27. Frontier
28. KLM

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
5,861.8	. . . .	. . . .
MANUFACTURING		
1,044.1	41.0	7.03
DURABLE GOODS		
621.8	41.4	7.04
Lumber and Wood Products—SIC 24		
35.9	39.2	5.48
Furniture and Fixtures—SIC 25		
17.4	38.8	4.77
Stone, Clay, and Glass Products—SIC 32		
44.2	42.7	6.62
Primary Metal Industries—SIC 33		
47.7	41.4	8.83
Fabricated Metal Products—SIC 34		
96.5	42.4	7.15
Machinery, Except Electrical—SIC 35		
156.5	42.3	7.17
Electric & Electronic Eqpmt.—SIC 36		
108.2	40.4	6.48
Transportation Equipment—SIC 37		
80.7	40.8	8.46
Instruments and Related Products—SIC 38		
20.4	39.8	5.54
Misc. Manufacturing Industries—SIC 39		
13.9	39.5	4.95
NONDURABLE GOODS		
422.3	40.4	7.03
Food and Kindred Products—SIC 20		
97.4	41.6	6.29
Textile Mill Products—SIC 22		
5.8	42.1	5.00
Apparel and Other Textile Products—SIC 23		
75.2	37.1	4.06
Paper and Allied Products—SIC 26		
22.1	42.9	7.31
Printing and Publishing—SIC 27		
62.0	38.8	6.54
Chemicals and Allied Products—SIC 28		
80.8	42.4	10.46
Petroleum and Coal Products—SIC 29		
39.4	41.6	10.72
Leather and Leather Products—SIC 31		
8.2	37.7	4.06

All roads lead to Mesquite

You can move it in Mesquite. Three major interstate highways, a national railroad and international air service minutes away let you ship efficiently by land, sea or air.

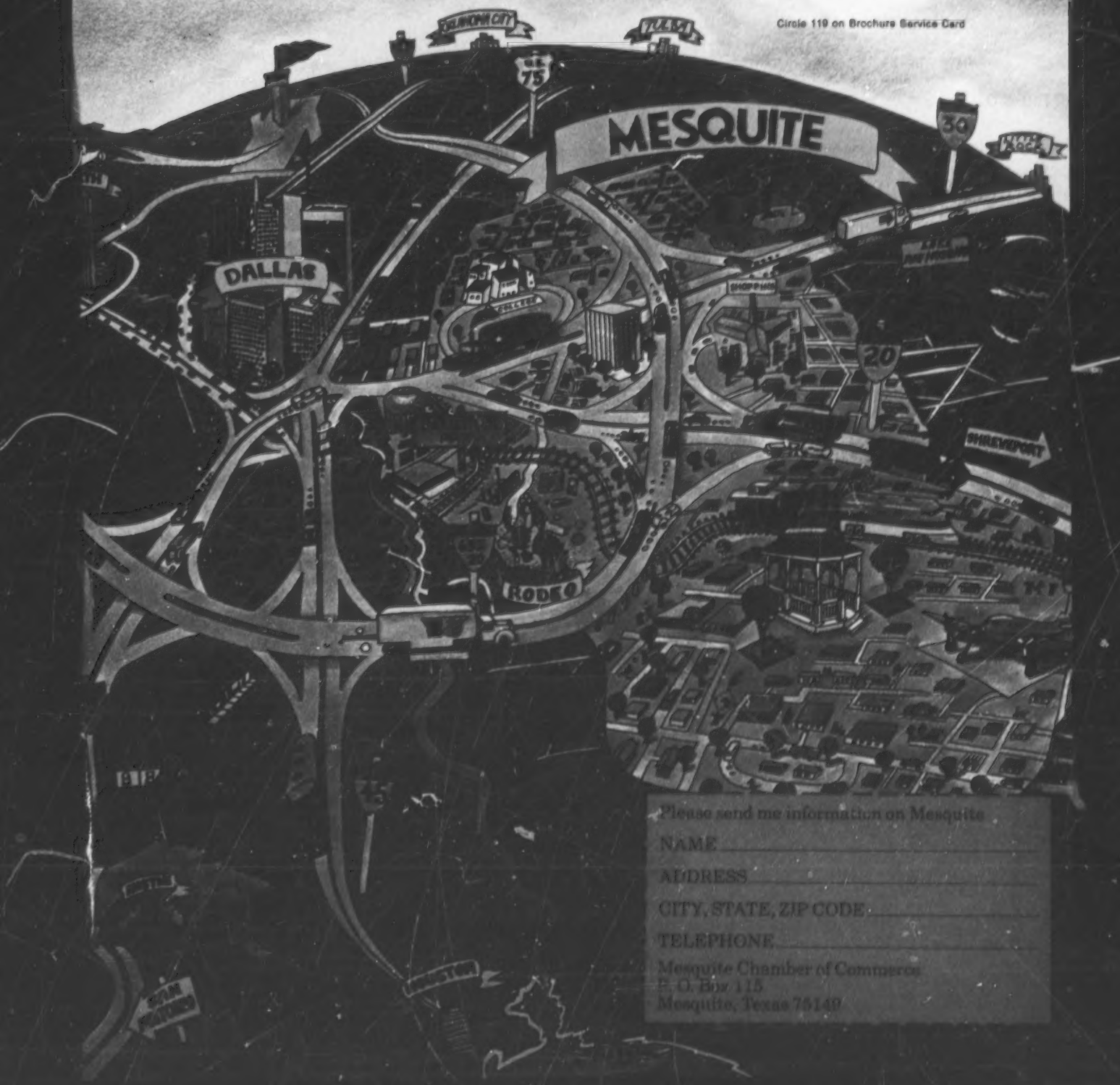
Get on an interstate highway in Mesquite and make a non-stop trip to Fort Worth, Shreveport, Little Rock, Oklahoma City, Houston, Galveston, San Antonio, El Paso, and other cities on the national freeway network.

This is only one of the reasons why business and industry prefer Mesquite. Good people and a dynamic, growing market are two others.

Let us tell you more. We have the numbers.

Contact Mesquite Chamber of Commerce, P. O. Box 115, Mesquite, Texas 75149, (214) 285-0211, or your broker.

Circle 119 on Brochure Service Card



Please send me information on Mesquite

NAME

ADDRESS

CITY, STATE, ZIP CODE

TELEPHONE

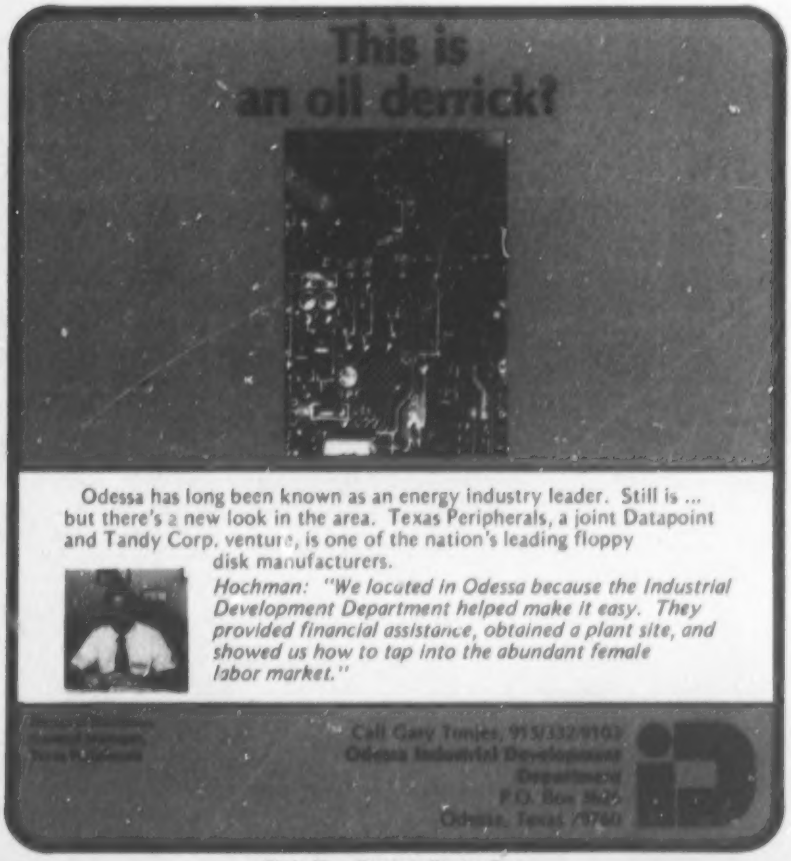
Mesquite Chamber of Commerce
P. O. Box 115
Mesquite, Texas 75149

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Dallas-Fort Worth 12/80	Houston 5/81	San Antonio 5/81	Corpus Christi 7/81
Office, professional & technical				
Clerks, payroll	5.64	7.04	5.05	5.60
Secretaries	6.84	7.75	5.73	6.44
Stenographers	8.20	8.21	NA	NA
Switchbd opr-receptionists	4.68	5.76	4.68	4.79
Drafters V	9.58	10.80	6.69(d)	7.58(d)
Electronic technicians	8.73	8.91	*6.98	10.04(a)
Computer operators	6.80	7.38	*5.52	7.39
Computer programmers (business)	9.74	10.69	*7.92	9.24(a)
Maintenance & powerplant (men)				
Carpenters	9.65	11.93	NA	11.98
Electricians	10.14	11.88	8.82	11.97
Engineers, stationary	10.37	10.82	7.08	NA
Machinists	9.46	11.79	NA	12.49
Mechanics (machinery)	9.28	10.80	7.59	11.53
Tool & die makers	9.77	11.31	NA	NA
Custodial & material movement (men)				
Guards and watchmen	*7.14	7.93	4.51	9.05
Janitors, porters & cleaners	5.96	6.03	4.71	6.64
Laborers, material handling	5.24	6.37	4.48	5.21(a)
Shipping & receiving clerks	6.42	5.98(c)	4.85	NA
Truckdrivers	7.04	6.85	4.77	5.76
Forklift operators	7.10	8.36	4.98	8.41

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(c) Men & Women
(d) Drafter, no class distinction



Odessa has long been known as an energy industry leader. Still is ... but there's a new look in the area. Texas Peripherals, a joint Datapoint and Tandy Corp. venture, is one of the nation's leading floppy disk manufacturers.

Hochman: "We located in Odessa because the Industrial Development Department helped make it easy. They provided financial assistance, obtained a plant site, and showed us how to tap into the abundant female labor market."

Call Gary Timles, 915/332-9103
Odessa Industrial Development Department
P.O. Box 3626
Odessa, Texas 79760

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29. Lufthansa
30. Metro Arlns.
31. Metroflight Arlns.
32. Mexicana
33. Muse Air
34. Ozark
35. Pan Am
36. Piedmont
37. Republic
38. Rio Airways
39. Sahsa
40. Scheduled Skyways
41. Southwest Airlines
42. Sundance Airways
43. Taca
44. Texas Int'l.
45. Thai Airways Int'l.
46. TWA
47. United
48. U.S. Air
49. Viasa
50. Western
51. Wien Air

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below. "e"=electric "g"=gas

Abilene — 1e, 2g
Amarillo — 3e, 4g
Arlington — 11e, 2g
Austin — 5e, 6g
Baytown — 7e, 10g
Beaumont — 9e, 10g
Brownsville — 12e, 13g
Bryan — 14e, 2g
Carrollton — 18e, 2g
College Station — 33e, 2g
Corpus Christi — 15e, 16g
Dallas — 17e, 2g
Del Rio — 15e, 30g, 31g
Denton — 19e, 2g
Duncanville — 18e, 2g
El Paso — 20e, 6g
Fort Worth — 11e, 2g
Galveston — 7e, 6g
Garland — 8e, 18e, 2g
Grand Prairie — 11e, 2g
Haltom City — 11e, 2g
Harlingen — 15e, 13g
Houston — 7e, 10g, 28g
Hurst — 11e, 2g
Irving — 18e, 2g
Killeen — 18e, 2g
Kingsville — 15e, 10g
Laredo — 15e, 10g
Longview — 23e, 10g, 29g, 32g
Lubbock — 3e, 24e, 4g
Lufkin — 18e, 10g
McAllen — 15e, 13g
Mesquite — 18e, 2g
Midland — 11e, 4g
Nacogdoches — 18e, 10g
North Richland Hills — 11e, 2g
Odessa — 11e, 4g
Paris — 18e, 2g
Pasadena — 7e, 10g
Plano — 18e, 2g
Port Arthur — 9e, 6g
Richardson — 18e, 2g
San Angelo — 1e, 2g
San Antonio — 25eg
Sherman — 18e, 2g
Temple — 18e, 2g
Texarkana — 23e, 26g

What a way to run a railroad: right next to your industrial site

And what a place to run your business. Interstate 45 is down the block. The Houston Intercontinental Airport exit is just 18 miles away. And the nation's third largest port is less than 40 miles south.

But instead of the ugly jungle of steel and concrete that marks most rail-served industrial centers, The Woodlands Trade Center is 870 acres of winding roads and attractive architecture set in a lush pine forest. And you can build, lease or buy.

Best of all, you're close to home

The very best part about having your business in The Woodlands Trade Center is this: You can have your home in The Woodlands. It's a real hometown of 11,000 people who like trees, golf, tennis, peace and quiet. Once you've seen it, you'll find it hard to believe that such a beautiful place to live could be so close to your business site.

Over 200 companies have already moved here. If you'd like to talk about joining them, call The Woodlands Commercial Development Co., at (713) 363-6900. Or write us at 2201 Timberloch Place, The Woodlands, Texas 77380.

The Woodlands community is being developed by The Woodlands Development Corporation, a subsidiary of Mitchell Energy & Development Corp., assisted by the New Community Development Corporation of HUD.

EQUAL HOUSING OPPORTUNITY

The Woodlands
A real hometown™ for people and companies

Circle 118 on Brochure Service Card

TEXAS

Texas City — 27e, 10g
Tyler — 18e, 10g
Victoria — 15e, 10g
Waco — 18e, 2g
Wichita Falls — 11e, 2g

1. West Texas Utilities Co.
   301 Cypress, Abilene 79601
2. Lone Star Gas Co.
   301 S. Harwood St., Dallas 75201
3. Southwestern Pub. Service Co.
   6th at Tyler, P.O. Box 1261,
   Amarillo 79170
4. Pioneer Natural Gas Co.
   301 Taylor St., P.O. Box 511,
   Amarillo 79163
5. Austin Elec. Dept.
   P.O. Box 1088, Austin 78767
6. Southern Union Gas Co.
   1st. International Bldg., Dallas
   75270
7. Houston Lighting and Power Co.
   P.O. Box 1700, Houston 77001
8. Garland Power & Light System
   P.O. Box 401889, Garland 75040
9. Gulf States Utilities Co.
   285 Liberty Ave., Beaumont 77701
10. Entex, Inc.
    P.O. Box 2628, Houston 77001
11. Texas Elec. Service Co.
    Box 970, Ft. Worth 76101
12. Brownsville Public Util. Bd.
    1425 Robin Rd., Box 3270,
    Brownsville 78520
13. Rio Grande Valley Gas Co.
    335 W. Elizabeth, Box 3690,
    Brownsville 78520
14. Bryan Mun. Elec. Sys.
    300 S. Washington, Box 1000,
    Bryan 77801
15. Central Power and Light Co.
    120 N. Chaparral St., Corpus Christi
    78403
16. Corpus Christi Dept. of Pub. Utils.
    4225 S. Port Ave., Corpus Christi
    78415
17. Dallas Power and Light Co.
    1506 Commerce St., Dallas 75201
18. Texas Power and Light Co.
    1511 Bryan, Dallas 75201
19. Denton Mun. Utils.
    215 E. McKinney, Denton 76201
20. El Paso Elec. Co.
    Box 982, 303 N. Oregon, El Paso
    79960
23. Southwestern Electric Power Co.
    428 Travis St., P.O. Box 21106,
    Shreveport, La. 71156
24. Lubbock Power and Light Dept.
    P.O. Box 2000, Lubbock 79414
25. San Antonio Pub. Service Bd.
    145 Navarro St., San Antonio 78296
26. Arkansas-Louisana Gas Co.
    525 Milan, Shreveport, La. 71151
27. Texas-New Mexico Power Co.
    501 W. 6th St., Ft. Worth 76102
28. Houston Dept. of Public Works
    7233 Ave. F, Houston 77011
29. Western Gas Corp.
    110 E. Cotton, Box 392, Longview
    75601
30. Del Rio Gas System
    P.O. Box 1469, Del Rio 78840
31. Texas Gas & Oil Corp.
    2150 Fidelity Union Tower, Dallas
    75201
32. Southern Gas
    110 E. Cotton, Longview 75601
33. College Station Utilities
    1101 Texas Ave., Box 9960, College
    Station 77840

"East Texans love where they live . . . so they love where they work."

Desert, cactus, rattlesnakes. That's the popular misconception of Texas. Well, East Texas is a different story. From Dallas and Houston, east to the Louisiana border, it's a land of lakes and forests. Three giant National Forests and 28 major lakes. Of course, we've got rodeos and plenty of professional sports with the Cowboys, Oilers, Astros and Rangers. Plus there's 7 symphony orchestras and 35 colleges and universities. Last year, 289 companies moved to East Texas . . . to a quality of life that's been a best-kept secret. Send for our free 112-page Industrial Guide . . . and let us be your guide to the "good life."

East Texas Chamber of Commerce
P.O. Box 1592
Longview, Texas 75606

Circle 88 on Brochure Service Card

Environment Controls

Air Pollution

Bill Stewart, Exec. Dir., Air Control Bd., 6330 Highway 290 E., Austin 78723
512/451-5711

Water Pollution

Harvey Davis, Exec. Dir., Dept. of Water Resources, Stephen F. Austin Bldg., Austin 78711
512/475-3187

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Abilene	44	84	2610	2466
Amarillo	36	79	4183	1433
Austin	50	85	1737	2908
Big Spring	44	83	2556	2368
Brownsville	60	84	650	3874
Corpus Christi	56	85	930	3474
Dallas	45	86	2290	2755
Denton	45	84	2395	2519
El Paso	44	82	2678	2098
Fort Worth	45	85	2382	2587
Galveston	54	83	1224	3004
Harlingen	60	85	693	3939
Houston	52	83	1434	2889
Laredo	56	88	876	4137
Longview	46	84	2271	2500
Lubbock	39	80	3545	1647
McAllen	59	85	696	3911
Midland	44	82	2621	2250
Port Arthur	52	83	1518	2798
San Angelo	46	85	2240	2702
San Antonio	51	85	1570	2994
Sherman	42	84	2864	2337
Temple	47	85	2039	2767
Victoria	54	84	1227	3140
Waco	47	86	2058	2863
Wichita Falls	42	86	2904	2611

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	9,517	535,690
Masonry	241	18,310
Clays	3,763	27,022
Gem stones	NA	160
Gypsum	1,681	14,124
Lime	1,515	67,075
Helium, high purity (mil. cubic ft.)	35	805
Salt	9,978	93,414
Sand & gravel	46,704	171,576
Stone:		
Crushed	76,483	220,265
Dimension	37	7,095
Sulfur (Frasch) (thou. metric tons)	4,810	W
Talc & soapstone	312	4,649
Combined value of asphalt (native), graphite, helium (crude), iron ore, magnesium chloride, magnesium compounds, sodium sulfate, and values indicated by symbol W		574,820

"Dallas looks good to us, Sam. But, we need to know more."

It was a company that was going places. And they were thinking of expanding to Dallas. But before they made their move, they had to know about all the opportunities and all the obstacles; all the positives and the negatives.

So they called First National Bank in Dallas. And Sam Holmes and his associates in the Economic Development Department gave them just what they needed. Information on: Transportation and utilities. Housing and cost of living. Wages and salaries. Available sites and buildings. Taxes and construction costs. Financing through industrial revenue bonds. Even tips on where to get the best barbecue in town. They wanted a complete and candid picture of the Dallas/Fort Worth Metroplex. And they got results.

Call Sam Holmes at (214) 744-8537 or write him at P.O. Box 83380, Dallas, Texas 75283, if your company is considering the Dallas/Fort Worth Metroplex.

Giving you all the information you need quickly and confidentially; that's the way we do business.

We do whatever it takes to get you results.

FIRST IN DALLAS

First National Bank in Dallas. Member F.D.I.C.

InterFirst

Circle 89 on Brochure Service Card

Grand Total Texas 1980.....1,735,005

* = Thousand short tons except as noted
W = Withheld to avoid disclosing individual company confidential data
NA = Not available

Industrial Development Counselors

State Development Agency

Wood, Charles B., Exec. Dir.
Texas Industrial Commission
410 E. 5th St.
Capitol Station, Box 12728
Austin 78711
512/472-5059

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Abilene
Cook, Gerald, Dir.
Industrial Division
Abilene C. of C.
Box 2281, 79604
915/676-8254
Vest, Gary
Area Dev. Dept.
West Texas Utilities
Box 841, 79604
915/672-3251

Amarillo
Moore, Doyle C.I.D.
Southwestern Public Svc. Co.
Dept. PL-82
Box 1261, 79170
806/378-2172
Pierce, Derrill L., C.I.D., VP
Amarillo Equity Investors, Inc.
Box 2766, 79105
806/374-1313
Walsh, G. Pat, Exec. Dir.
Amarillo Brd. of Cty. Dev.
1000 Polk St., 79101
806/374-2861

Arlington
Smith, Doyle, Gen. Mgr.
Great S. W. Ind. District
520 Ave. H, East 76011
817/640-1660

Austin
Gray, John H., Mgr.
Ec. Dev. Dept., C. of C.
Box 1967, 78767
512/478-9383
Gleason, Gary L., VP
Schneider, Bernet & Hickman, Inc.
2400 Austin Natl. Bank Tower, 78701
512/477-5744

Beaumont
Bordelon, John, ED Coord.
Gulf States Utilities Co.
Box 2951, 77704
713/838-6631
Cauthorne, Jack, Exec. Dir.
Ec. Dev. Fdtn.
Box 3150, 77704
713/838-6581

Carrollton
Tench, Lee, Mgr.
N. W. Dallas C. of C.
P.O. Box 535, 75006
214/245-1551

Corpus Christi
Allen, Brodie E., Exec. Dir.
Corpus Christi Ind. Comm., Box 640, 78403, 512/883-5571
Kirkpatrick, Coy, Jr.
Mgr. Ind. Dev.
Central Power & Light Co.
Box 2121, Dept. PL-41, 78403
512/881-5700

Dallas
Bane, John M., Partner
Hardwood K. Smith & Partners, Inc.
2900 Southland Cntr., 75201
214/748-5261
Blake, Worth M., Reg. Dev. Dir.
North TX Commission
Box 61246
Dallas/Ft. Worth Airport 75261
214/574-4430
Burdick, Kenneth D., AD Dir.
Lone Star Gas
301 S. Hardwood St., 75201
214/741-3711, Ext. 2721
Cunningham, Kathleen E.
Dir. of Econ. Dev.
City of Dallas
1500 Marilla, Rm. 4C-N., 75201
214/670-3314
Day, Fairfield P., Jr., Sr. Dev. Mgr.
Mobil Oil Corp.
Box 900, 75221
214/658-3262
Edge, Robert T., Exec. VP
Cushman & Wakefield of TX, Inc.
1201 Elm St. — Suite 3711, 75270
214/744-5007
Heath, Thomas B., ID Dir.
Texas Pwr. & Lt.
Box 226331, 75266
214/748-5411 Ext. 514
Holmes, Sam F., Jr., VP, Ind. Dev.
First Nat'l Bank in Dallas
Box 83380, 75283
214/744-8537
Kimbrel, Robert E., Dir.
Comm. Services Dept.
Lone Star Gas Co.
301 S. Harwood St.
N. Bldg.-Rm. 701, 75201
214/741-3711 Ext. 2537
Knight, Craig A., VP
Dal-Mac Dev. Co.
4000 McEwen, 75234
214/980-8060
McVay, George R., C.I.D., VP
Real Estate Dept., Hunt Oil Co.
2900 First Nat'l Bank Bldg. 75202
214/744-7001
Statham, Bill
Ec. Dev.
Dallas Pwr. & Light Co.
1506 Commerce, 75201
214/698-7286
Plunk, Conlee, VP
Econ. Dev. Dept.
Mercantile Nat'l Bank of Dallas
P.O. Box 225415, 75265
214/698-6941
Seal, Robert B. C.I.D., VP
Republic Nat'l Bank of Dallas
Box 5961, 75222
214/653-5521

Dumas
Grist, John W., Dir.
Moore County Dev. Inc.
P.O. Box 324, 79029
806/935-6866

WORLD NEWS CHRONICLE
FIVE BILLION DOLLAR SNOWBALL SIGHTED 90 MILES FROM HOUSTON
Conditions Right To Maintain Momentum Through New Age
Enormous Proportions To Grow Exports Say
PORT ARTHUR
HOUSTON
Climate Speeds Growth Process
Phenomenon Attracts Crowds
Snowball Holds Because of Solid Commitment

No, we're not trying to snow you... just trying to get your attention with a metaphor of our promising business climate.

Write or phone for details of which companies are committed to $5,000,000,000 in construction/expansion in Port Arthur, Texas, as well as *why*.

GREATER PORT ARTHUR
INDUSTRIAL EXECUTIVE BOARD
FIDELITY TOWER/SUITE 3000N
4749 TWIN CITY HIGHWAY
PORT ARTHUR, TEXAS 77640
TELEPHONE: (713) 963-1107

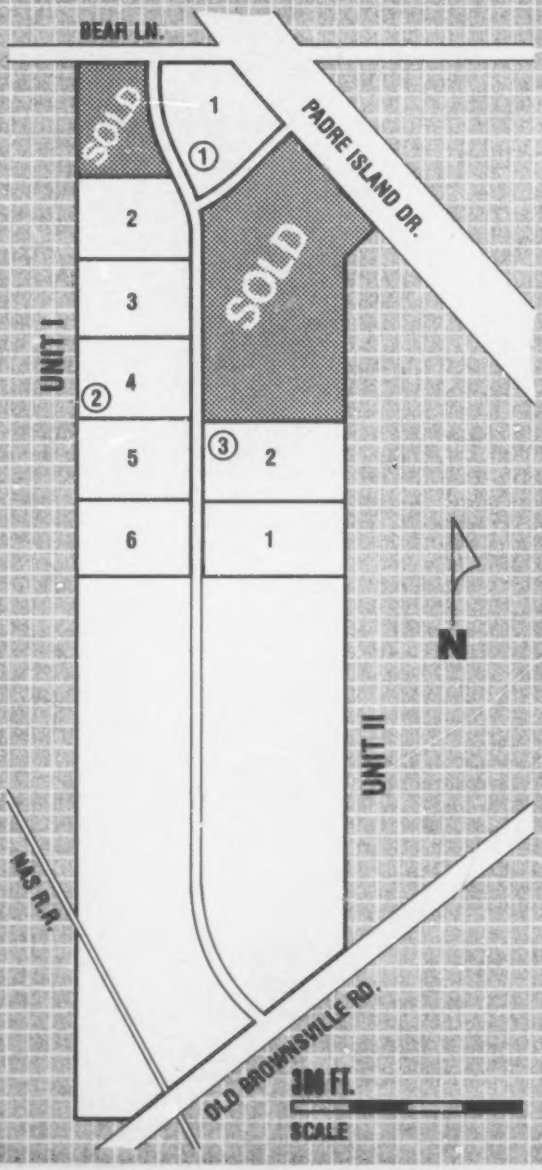
Port Arthur
ENERGY CITY

Circle 91 on Brochure Service Card

THE GREAT LAND RUSH OF 1982!

Corpus Christi Industrial Technology Park
For . . . expanding plants with expanding profits.

The rush is on for prime industrial sites, to allow favorable growth and a bright profit picture through the end of the century. Join the Harris and Andwill Corporations in the move to Corpus Christi's Industrial Technology Park.



Deciding on a Corpus Christi, Texas, location gives you the first set of advantages:

- large supply of labor—both skilled and unskilled
- lower taxes (no state income tax)
- right-to-work law
- industrial revenue bonds
- lower living costs

And selecting a site at our new **Industrial Technology Park** makes a good choice even better:

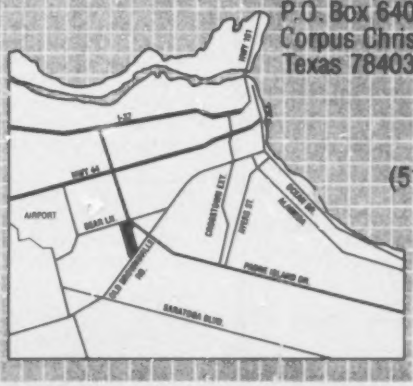
- 150-acre park; 5-acre tracts
- planned exclusively for light manufacturing and research and development
- protective covenants
- easy access to major airlines, rail lines and interregional highways

The lifestyle is a bonus . . . 15 minutes to the beach or home; 30 minutes to Padre Island. And sunshine all year long.

You'll also be in a growing marketplace of 5 million (plus Mexico) . . . and enjoy clean air, light traffic, mild winters. Want to know more?

Just write:
Brodie Allen, Director
Corpus Christi Industrial Commission
P.O. Box 640, Dept. PL-42
Corpus Christi,
Texas 78403

OR CALL
(512) 883-5571



Circle 87 on Brochure Service Card

HEART O'TEXAS PLANT SITE SERVICES

- **High Profitability**
- **Productive Labor**
- **Favorable Taxes**

For complete factual information contact:
West Texas Utilities
Gary Vest
P.O. Box 841
Abilene, Texas 79604
(915) 672-3251

WEST TEXAS UTILITIES COMPANY
WTU

Circle 95 on Brochure Service Card

El Paso
Drake, Samuel P., Exec. Dir.
El Paso Ind. Dev. Corp.
9 Civic Center Plaza 79901
915/532-8281

Farmers Branch
McIlvain, Charles,
Marketing Director
City of Farmers Branch
P.O. Box 340435, 75234
212/247-3131

Fort Worth
Bowling, Gary L., VP, Ind. Dev. Mgr.
Fort Worth Nat'l Bank
Box 2050, 76101
817/338-8287
Brooks, Norman G., Mgr.
Ind. Dev. & Real Estate
Fort Worth & Denver Rwy. Co.
307 W. 6th St., Box 943, 76101
817/332-8131 Ext. 226
Castillon, O. E., C.I.D.
AD Mgr. TX Electric Svc. Co.
Box 970, 76101
817/336-9411, Ext. 2600
Davie, Maxie C., C.I.D., A.D. Dir.
Tx-N.M. Power Co.
501 W. 6th St. 76102
817/335-3311
McDowell, Frank C., Sr. V.P.
Continental Nat'l Bank
714 Houston 76102
817/334-9241
Shelton, Bill R., Pres.
St. Clair, Ted R., VP
Fort Worth C. of C.
700 Throckmorton St., 76102
817/336-2491 Ext. 32

Galveston
Devoy, Charles S., Exec. Dir.
Galveston Wharves
Box 328, 77553
713/765-9322

Garland
Williams, Patrick, A., Dir.
Garland I.D. Authority
1700 Eastgate Dr., Suite 128
University Sq., 75041
214/681-5706

Houston
Albright, W. L. Exec. VP
N. Channel Area C. of C.
P.O. Box 9652, 77015
713/455-3860
Fuller, Kent, Mgr. E.D.
C. of C., 1100 Milam Bldg.
25th Floor, 77002
713/651-1313

Irving
Dillard, Wm. W., C.I.D., Pres.
Real Estate Resources, Inc.
2355 Stemmons — Suite 100, 75207
214/231-0825

Laredo
Leach, Frank, Dir. ED
Greater Laredo Dev. Fndtn.
P.O. Box 1435, 78040
512/722-0563 or 4

Longview
Gillies, Lee, Gen. Mgr.
E. Texas C. of C.
P..O. Box 1592, 75606
214/757-4444

Lubbock
Crider, Jim, Mgr.
Ec. Dev. Dept., C. of C.
Box 561, 79408
806/463-4666

McAllen
Birkhead, Frank, Jr., C.I.D., Exec. V.P.
McA. Ind. Bd., Box 790, 78501
512/682-2875
Chandler, Robert A., C.I.D.
Exec. Dir., Lower Rio Grande
Dev. Council
Ste. 207, 1st Nat'l Bank Bldg.
78501, 512/682-3481

Mesquite
Smith, Ken
Mesquite C. of C.
P.O. Box 115, 75149
214/285-0211

Midland
Area Dev. Group
First Nat'l Bank
Box 1599 — PL 79702
915/685-2000
Billingsley, Grant A., Mgr.,
Economic Dev.
Midland C. of C.
Box 1890, 79702
915/683-3381

Odessa
Herrin, Jerry V.P.
Tonjes, Gary
Ind. Dev. Dept.
C. of C., Box 3626, 79760
915/332-9103
McDonald, A. Neil, Jr., VP
Western National Bank
University & W. County Rd.
P.O. Box 4597, 79764
915/333-4181

Plano
Luce, Joseph P., Exec. Dir.
Plano C. of C.
1200 E. 15th St., 75074
214/424-7547

Port Arthur
Nolan, Clancy P., Dir.
Industrial Dev.
Greater Port Arthur
Ind. Exec. Board
Fidelity Tower/Suite 300N
4749 Twin City Hwy., 77640
713/963-1107

San Angelo
Heath, James E., Dir.
Ind. Dev. Div. C. of C. &
Board of City Dev.
500 Rio Concho, 76903
915/655-4136

San Antonio
Perkins, Thomas H., C.I.D., VP
Quincy Lee Co.
8026 Vantage 78230
512/341-7103
Schofield, Elvin J., VP, Mktg.
Nat'l Bank of Commerce,
Drawer 121, 78291
512/225-2511

Snyder
Warner, Bill, Exec. Dir.
Snyder C. of C.
Drawer CC, 79549
915/573-3558

Waco
Hays, Preston M., C.I.D., Exec. Dir
Central TX Ec. Dev. District
Box 4408, 76705
817/799-0258
Terrell, Wade, Exec. VP
Waco C. of C.
Box 1220, 76703
817/752-6551

Wichita Falls
Latture, Paul, Jr., CID
Exec. V.P.
Wichita Falls Brd. of Comm. & Ind.
P.O. Box 1860, 76307
817/723-2741

Woodlands
The Director of Dev.
The Woodlands Commercial Development Co.
2201 Timberloch Pl., 77380
713/363-6900

Circle adjacent number on ACTION CARD for Texas Free Literature

CIRCLE NO.

94 **STATE OF TEXAS** — *Texas Facts. The Book on Profitable Plant Locations.* Also *Industrial Revenue Bond Financing.* Info concerning construction costs, taxes, energy and economic overview.

87 **CORPUS CHRISTI IND. CMSN.** — Brochure on their 150-acre park. The Industrial Technology Park gives you a superb location in C.C's area of planned industrial growth. Protective Covenants will assure an attractive environment & enduring values.

86 **CENTRAL POWER & LIGHT** — *South Texas Industrial Data File* with complete economic information about the area.

89 **FIRST NATIONAL BANK OF DALLAS** — Get the complete & candid picture of the Dallas/Ft. Worth Metroplex from the experts. Services are free & confidential.

90 **FT. WORTH NATIONAL BANK** — First hand information from the bank's customers will tell you why people & profit do well in the Ft. Worth Metroplex.

119 **MESQUITE CHAMBER OF COMMERCE** — find out more about Mesquite's central location, excellent labor force & dynamic business market.

92 **SCHROETER INDUSTRIAL PARK** — In Moore County can provide details on their 500 acres of flat land that has all the advantages you are looking for.

Expand Your Business To TEXAS

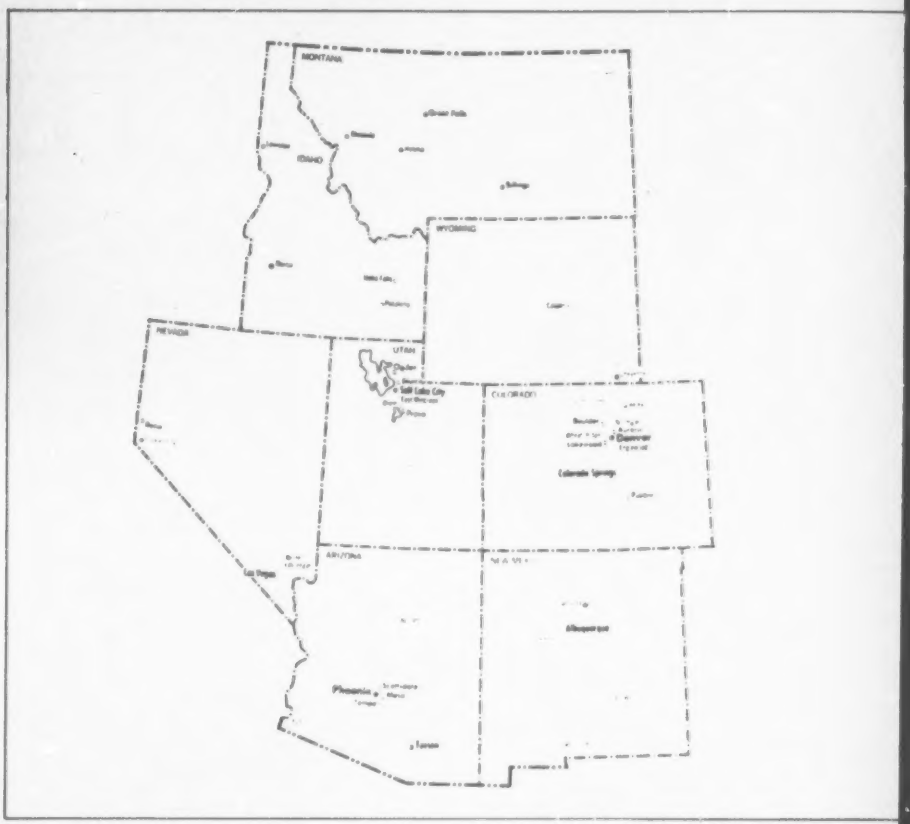
It just makes more dollars and sense to work where you enjoy living

Productivity is directly affected by surroundings, and a high quality of life can increase your bottom line figure. So if the climate, soaring costs, and tension in overcrowded cities have you and your employees down, why not step up into the Texas sunshine and enjoy living where you work.

TEXAS INDUSTRIAL COMMISSION
P.O. Box 12728, Capitol Station E
Austin, Texas 78711
512/472-5059

Circle 94 on Brochure Service Card

MOUNTAIN STATES • ARIZONA • NEW MEXICO



ARIZONA

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings ..... (County)
- Bonds for pollution control . (County)
- Aid for job training

Tax rates:

- Corporate income tax 10.5% over $6,000
- Personal income tax 8% over $6,000
- Personal property tax 10%
- Sales tax 4%
- Federal tax & State tax deductible

Advanced education facilities:

- Four-year colleges and universities 5
- Two-year or junior colleges 17
- Vocational and business schools ...5

Source: **Arizona Office of Economic Planning and Development**

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
ARIZONA	1,775.4	2,717.9
Flagstaff	26.1	34.6
Glendale	36.2	97.0
Mesa	63.0	152.5
Phoenix	584.3	764.9
Scottsdale	67.8	88.4
Sierra Vista	6.7	26.0
Tempe	63.6	106.7
Tucson	262.9	330.5
Yuma	29.0	42.4

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Phoenix	971.2	1,508.0
Tucson	351.7	531.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
ARIZONA		
157.9	39.6	8.10
Phoenix		
115.4	39.4	8.00
Tucson		
23.7	38.5	8.19

*Preliminary figures

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Phoenix		
723.3	36.7	5.1
Tucson		
218.3	11.6	5.3

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,003.3	. . . .	. . . .
MANUFACTURING		
152.6	40.1	7.29
DURABLE GOODS		
118.3	. . . .	. . . .
Lumber and Wood Products—SIC 24		
5.8	. . . .	. . . .
Stone, Clay, and Glass Products—SIC 32		
6.2	. . . .	. . . .
Primary Metal Industries—SIC 33		
9.5	41.5	9.75
Fabricated Metal Products—SIC 34		
7.7	. . . .	. . . .
Machinery—SIC 35, 36		
57.4	38.6	6.32
NONDURABLE GOODS		
34.3	. . . .	. . . .
Food and Kindred Products—SIC 20		
9.2	41.6	7.04
Apparel and Other Textile Products—SIC 23		
5.3	. . . .	. . . .
Printing and Publishing—SIC 27		
10.9	. . . .	. . . .

• COLORADO • IDAHO • MONTANA

• NEVADA • UTAH • WYOMING

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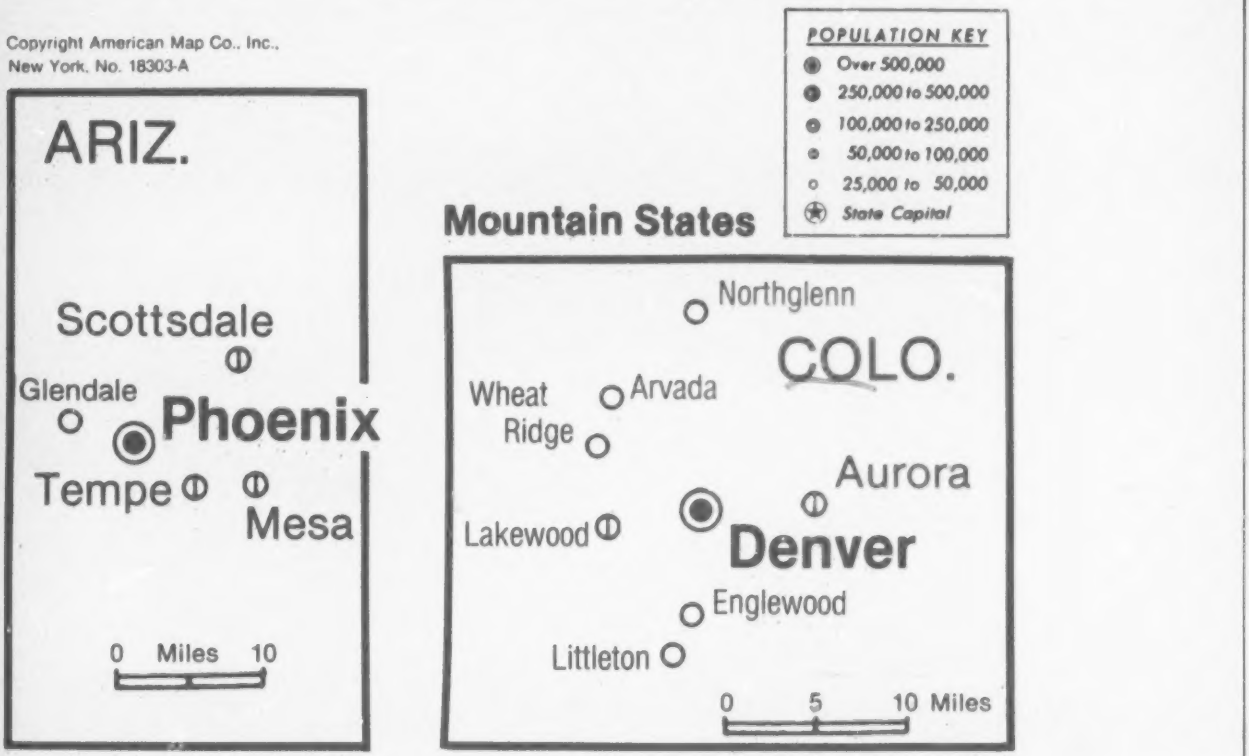
New York, No. 18303-A



Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Flagstaff 1, 3, 8
Glendale 1 (Phoenix)
Mesa 2 (Phoenix)
Phoenix 1 to 10, 12 to 16, 18, 19, 20
Scottsdale 19
Sierra Vista (Tuscon)
Tempe 2 (Phoenix)
Tucson 3, 4, 5, 6, 10, 11, 13, 14, 17, 18
Yuma 2, 3

Railroads

1. Santa Fe Railway
2. Southern Pacific

Airlines

3. Cochise
4. American
5. Frontier
6. TWA
7. Western
8. Sky West Aviation
9. Delta
10. Continental
11. Aeromexico
12. Pan American
13. Eastern
14. United
15. Northwest
16. Pacific Southwest
17. U.S. Air
18. Republic
19. Scenic Arlns
20. Aircal

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Flagstaff — 2e, 5g
Glendale — 2eg, 4e
Mesa — 1eg, 4e, 2g
Phoenix — 2eg, 4e
Scottsdale — 2eg, 4e
Sierra Vista — 2eg
Tempe — 2eg, 4e
Tucson — 3e, 6g
Yuma — 2eg

1. Mesa City Utilities
   55 N. Center, P.O. Box 1466, Mesa 85201
2. Arizona Public Service Co.
   411 N. Central Ave., Phoenix 85004
3. Tucson Electric Power Co.
   220 W. 6th St., Tucson 85702
4. Salt River Project, Agricultural Improvement & Power Dist.
   Box 1980, Phoenix 85001
5. Southern Union Gas Co.
   1st International Bldg., Dallas, Tex. 75270
6. Southwest Gas Corp.
   5241 Spring Mt. Road, Las Vegas, NV 89114

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clay	151	1,151
Copper (recov. cont. of ores, etc.) (metric tons)	789,791	1,738,162
Gem stones	NA	3,100
Gold (recov. cont. of ores, etc.) (troy ozs.)	79,691	48,816
Gypsum	209	2,017
Lead (recov. cont. of ores, etc.) (metric tons)	401	375

Lime	514	23,904
Molybdenum (cont. of concentrate) (thou. lbs.)	36,299	324,150
Pumice	990	3,228
Sand & gravel	24,399	73,773
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	6,285	129,724
Stone:		
Crushed	5,224	21,565
Dimension	W	45
Combined value of Asbestos, cement (masonry & portland), perlite, pyrites, salt, tungsten and zinc		83,032
Grand Total Arizona 1980		**2,453,049**

* = Thousand short tons except as noted
W = Withheld
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Flagstaff	28	66	7322	140
Mesa	50	89	1709	3173
Phoenix	51	91	1552	3508
Tempe	50	89	1707	3062
Tucson	51	86	1707	2896
Yuma	55	94	1005	4195

State Employment Security Agency

For additional labor market information: Dept. of Economic Security, P.O. Box 6123, 1717 W. Jefferson St., Phoenix 85007
602/255-4791

Environment Controls

Air & Water Pollution

Arizona State Dept. of Health, Health Bldg., 1740 W. Adams, Phoenix 85009
602/255-1140; 255-1252

Industrial Development Counselors

State Development Agency

Graybill, David, Program Mgr.
Arizona Office of Econ. Plng. & Dev.
1700 West Washington
Executive Tower Room 505
Phoenix 85007
602/255-5374

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Lake Havasu City
Lampkin, Wm. W., V.P. & G.M.
Lower Colorado River Ind. Fdtn.
Box 703, 86403
602/855-2105

Phoenix
Aby, Brian H., City Ec. Dev. Advisor
114 W. Adams St.
Room 850, 85003
602/262-6004

Baldwin, John C., Sr. V.P.
Valley Nat'l. Bank of AZ
Box 71, 85001
602/261-1708

Caddow, Wally, Ec. Dev. Mgr.
Metro C. of C.
34 W. Monroe St., 85003
602/254-5521

Evans, Larry
Salt River Project
Area Dev. Div.
P.O. Box 1980, 85001
602/273-5088

Gullyes, J. H., V.P., Ec. Dev.
First Natl. Bank of Arizona
Box 20551, 85036
602/271-1476

Cainimptewa, Gerald V., C.D. Dir.

Kane, Wm. F., Dir. Int'l. Trade & Dev.
AZ Office of Econ. Plng. & Dev.
1700 W. Washington
Ste 505, 85007
602/255-5374 — 602/255-3737

Tucson
Hill, Ben C., Jr.
Ind. & Ec. Dev. Officer
Southern Area, The Arizona Bank
Box 26936, 85726
602/792-7759

Stephenson, Wm. Exec. Dir.
Tucson Econ. Dev. Corp.
465 W. St. Mary's Rd.
Suite 200, 85705
602/623-3673

Circle adjacent number on ACTION CARD for Arizona Free Literature
CIRCLE NO.
131 **STATE OF ARIZONA** — *Economic Profile of Arizona.* Information on diverse resources which influence the economic development of AZ.

COLORADO

State Information

Financial assistance to industry:
Bond for buildings Municipal or county
Bonds for pollution control Municipal or county
Aid for job training

Tax rates:
Corporate income tax ..... 5% (investment credit tax reducing corp. income tax based on new jobs & capital investment)
Personal income tax 2½-8%
Sales tax 3-6½%
Inventory tax
Assessed for local property tax at 5% of value (will be essentially eliminated by 1983 by an income tax credit equal to the inventory tax liability)
Equip. and machinery tax .....exempt
Franchise and incorp. tax ..... $25-$200/yr.
Gasoline tax ..... $.07 per gal.

Advanced education facilities:
Four-year colleges and universities 18
Two-year or junior colleges 11
Vocational and business schools 22

Medical Facilities:
Hospitals 83
Clinics ..... NA

Labor Analysis:
High School graduates 40,000
Mfgr. workers in Unions 17%
Source: **Colorado Division of Commerce and Development**

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980 —Thousands—
COLORADO	2,209.6	2,888.8
Arvada	49.8	84.6
Aurora	75.0	158.6
Boulder	66.9	76.7
Colorado Springs	135.5	215.2
Denver	514.7	491.4
Englewood	33.7	30.0
Fort Collins	43.3	64.6
Grand Junction	20.2	28.1
Greeley	38.9	53.0
Lakewood	92.7	112.0
Littleton	26.5	28.6
Loveland	16.2	30.2
Northglenn	27.8	29.8
Pueblo	97.8	101.7
Thornton	13.3	40.3
Westminister	19.5	50.2
Wheat Ridge	29.8	30.3

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980 —Thousands—
Colorado Springs	239.3	317.5
Denver — Boulder	1,239.5	1,619.9
Fort Collins	89.9	149.2
Greeley	89.3	123.4
Pueblo	118.2	126.0

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
COLORADO		
187.4	39.4	8.30
Denver — Boulder		
129.6	39.1	8.32

***Preliminary figures**

COLORADO

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Denver—Boulder		
903.2	42.1	4.7

*Preliminary figures

State Employment Security Agency

For additional labor market information: Division of Employment, 1278 Lincoln St., Denver 80203
303/866-6328

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Denver-Boulder 12/80
Office, professional & technical	
Clerks, payroll	6.24
Secretaries	7.00
Stenographers	6.63
Switchbd opr-receptionists	5.50
Drafters (Class A)	9.29
Electronics tech'ns	8.48
Computer operators	7.47
Computer programmers (business)	10.21
Maintenance & powerplant (men)	
Carpenters	(a)10.47
Electricians	9.37
Engineers, stationary	10.01
Machinists	9.71
Mechanics (machinery)	9.38
Tool & die makers	10.21
Custodial & material movement (men)	
Guards & watchmen	7.21
Janitors, porters & cleaners	6.66
Laborers, mat'l handling	6.10
Shipping & receiving clerks	7.53
Truckdrivers	8.40
Forklift operators	7.62

(a) = mfg. & non-mfg. combined

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,251.1	. . . .	. . . .
MANUFACTURING		
181.4	39.7	7.59
DURABLE GOODS		
117.1	39.9	7.21
Stone, Clay, and Glass Products—SIC 32		
11.3	. . . .	. . . .
Machinery, Except Electrical—SIC 35		
25.4	. . . .	. . . .
Electric & Electronic Eqpmt.—SIC 36		
15.2	. . . .	. . . .
Transportation Equipment—SIC 37		
11.7	. . . .	. . . .
NONDURABLE GOODS		
64.3	39.4	7.32
Food and Kindred Products—SIC 20		
24.5	. . . .	. . . .
Paper and Allied Products—SIC 26		
2.2	. . . .	. . . .
Printing and Publishing—SIC 27		
16.1	. . . .	. . . .
Chemicals and Allied Products—SIC 28		
6.3	. . . .	. . . .

Loveland, Colorado

A Site to Behold!

- A site setting between three major universities.
- A site for you to enjoy—mountains, lakes, skiing, and other outdoor recreation.
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- A site for moderate year round climate.
- A site for meeting your transportation needs.
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- A site for **YOU!**

- If you are ready for a Site to Behold for your business, contact:
- **LOVELAND CHAMBER OF COMMERCE**
  Len Nighswonger
  Director, Industrial Development
  P. O. Box 58—Loveland, CO 80537
  303/667-6311

Circle 97 on Brochure Service Card

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Arvada 4, 5 (Denver)
Aurora (Denver)
Boulder 5, 6 (Denver)
Colorado Springs 1, 4, 5, 12, 15, 20, 22
Denver 1 to 6 incl., 8 to 24 incl.
Englewood 1, 4, (Denver)
Fort Collins 5, 6 (Cheyenne, WY)
Grand Junction 4, 12, 15
Greeley 5, 6 (Denver)
Lakewood (Denver)
Littleton 1, 4 (Denver)
Loveland 5 (Denver)
North Glenn (Denver)
Pueblo 1, 4, 5, 7, 15
Thornton (Denver)
Westminster 5 (Denver)
Wheat Ridge (Denver)

Railroads

1. Santa Fe Railway
2. Rock Island Lines
4. Denver & Rio Grande Western
5. Burlington Northern
6. Union Pacific
7. Missouri Pacific Lines

Airlines

8. Air Midwest
9. American
10. Aspen Airways
11. Braniff
12. Continental
13. Delta
14. Eastern
15. Frontier
16. Mexicana
17. Ozark
18. Piedmont
19. Republic
20. Rocky Mt. Airways
21. Texas Intl.
22. TWA
23. United
24. Western

Environment Controls

Air Pollution

Colorado Dept. of Health, Air Pollution Control Div., 4210 E. 11th Ave., Denver 80220. 303/320-8333

Water Pollution

Water Quality Control Div., same address and phone as above

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Arvada — 1eg
Aurora — 1eg
Boulder — 1eg
Colorado Springs — 2eg

Denver — 1eg
Englewood — 1eg
Fort Collins — 6e, 1g
Grand Junction — 1eg
Greeley — 5e, 3g
Lakewood — 1eg
Littleton — 1eg
Loveland — 1g
North Glenn — 1eg
Pueblo — 4e, 1g
Thornton — 1eg
Westminster — 1eg
Wheat Ridge — 1eg

1. Public Service Co. of Colo.
   550 15th St., Denver 80202
2. Colo. Springs Dept. of Pub. Utilities
   18 S. Nevada Ave., P.O. Box 1103,
   Colorado Springs 80947
3. Greeley Gas Co.
   1500 Grant St., #400, Denver 80203
4. Southern Colo. Power Div., Central
   Tel. & Util. Corp.
   115 W. Second St., Pueblo 81003
5. Home Light Power Co.
   810 9th St., Box 8, Greeley 80631
6. Ft. Collins Lt. & Power Dept.
   700 Wood St., Box 580, Fort Collins
   80522
7. Loveland Elec. Div.
   446 N. Garfield, Loveland 80537

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	336	2,223
Copper (recov. cont. of ores, etc.) (metric tons)	461	1,041
Gem stones	NA	70
Gold (recov. cont. of ores, etc.) (troy ozs.)	39,447	24,164
Gypsum	227	3,409
Lead (recov. cont. of ores, etc.) (metric tons)	10,272	9,615
Molybdenum (thou lbs.)	101,799	908,886
Peat	29	327
Sand & gravel (exc. industrial)	27,433	74,452
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	2,987	61,653
Stone:		
Crushed	6,277	20,068
Dimension	6	259
Zinc (recov. cont. of ores, etc.) (metric tons)	13,823	11,406
Combined value of carbon dioxide, cement (masonry & portland), iron ore, lime, perlite, pumice, pyrites, salt, sand & gravel (industrial), tin, tungsten concentrate, vanadium		140,524
Grand Total Colorado 1980		**1,258,097**

* = Thousand short tons except as noted

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Boulder	33	74	5540	842
Colorado Springs	29	71	6473	461
Denver	33	74	5505	742
Fort Collins	27	71	6599	430
Greeley	24	73	6639	622
Lakewood	32	73	5705	679
Pueblo	30	76	5394	981

Industrial Development Counselors

State Development Agency

Schmitz, Steve, Director
Colorado Div. of Commerce & Dev.
State Centennial Bldg.
1313 Sherman St., Rm. 500
Denver 80203
303/866-2205

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Arvada
Rogers, Donald E., Exec. V.P.
C. of C., 7305 Grandview 80002
303/424-0313

Aurora
Jacobson, Don D., C.I.D.
Dep. Dir., ECO Aurora
1470 S. Havana, Ste. 812, 80012
303/750-2500

Colorado Springs
Dill, Shelby L., C.I.D.,
VP of Sales & Mktg.
Gates Land Corp.
155 W. Lake Ave., 80901
303/576-8510
Ringe, James D., Dir.
City Community Dev. Dept.
Box 1575, 80901
303/471-6910

Denver
Allen, Neil H., Dir.
Econ. Dev.
Pub. Serv. Co. of Colorado
550 15th St. 80202
303/571-7734
Bonin, Albert M.
Econ. Dev. Officer
First Nat'l. Bancorp.
77-633-17 St., 80202
303/893-2211 Ext. 2433
Fjeldsted, Alder R., Dir., ID
Traffic Dept., Denver & Rio Grande
Western RR
One Park Central, 1515 Arapahoe St.
80202, 303/629-5533
Hacker, William C., Dir., Comm. Dev.
CO Office of Domestic &
Int'l. Commerce Dept. 416
1313 Sherman, Rm. 500, 80203
303/866-2205
Jennings, Rex, C.I.D.,
Pres. C. of C., 1301 Welton St., 80204
303/534-3211
Swanson, Mark L., Mgr.,
Economic Development
United Banks of Colorado, Inc.
1700 Broadway, 80217
303/861-4700

Golden
Phipps, Suzanne N., Dir.
Industries for Jefferson City
15200 W. 6th Ave., 80401
303/278-3626

Greeley
Robertson, Rod R., C.I.D.
Mgr., Ec. Dev., Area C. of C.
Box CC, 80631
303/352-3566

Loveland
Nighswonger, Leonard, Dir.
C. of C., 114 E. 5th, Box 58, 80537
303/667-6311

Circle adjacent number on ACTION CARD for Colorado Free Literature

CIRCLE NO.

133 **STATE OF COLORADO** — Brief profile on history, lifestyle, industry, labor & transportation of Colorado — the gateway to the west.

97 **LOVELAND CHAMBER OF COMMERCE**

IDAHO

State Information

Financial assistance to industry:
- Bonds for pollution control .....local
- Aid for job training
- Private Industry Council O.J.T.

Tax rates:
- Corporate income tax 8.5%
- Personal income tax 2-7.5%
- Personal property tax ..... local only
- Permanent Bldg. fund tax flatrate: $10 each year (each tax return)
- Sales tax (many exemptions) 3%
- Equipment utilized in mfgr. process is exempt from property tax
- Franchise tax (annual license tax) ..... 0.2% of net taxable Idaho income (Ceiling of $500 & floor of $20)
- Gasoline tax .....$.095/gal.

Advanced education facilities:
- Four-year colleges and universities 6
- Two-year or junior colleges 3
- Vocational and business schools ...6

IDAHO

Medical Facilities:

Hospitals 45
Clinics ..... NA

Labor Analysis:

High School graduates 12,679
Mfg. workers in Union 14.3%

Source: Idaho Division of Economic and Community Affairs

Environment Controls

Air & Water Pollution

Dept. of Health & Welfare Div. of Environment, 450 West State St., Boise 83720. 208/334-4059

State Employment Security Agency

For additional labor market information: Dept. of Employment, P.O. Box 35, 317 Main St., Boise 83707
208/334-3504

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
IDAHO	713.0	943.9
Boise City	75.0	102.5
Idaho Falls	35.8	39.6
Lewiston	26.1	28.0
Nampa	20.8	25.1
Pocatello	40.0	46.3
Twin Falls	21.9	26.2

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Boise City	112.2	173.0

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
IDAHO		
53.9	38.4	8.02
Boise City		
8.7	39.6	7.51

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Boise City		
86.8	5.0	5.8

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
331.5	....	....
MANUFACTURING		
54.9	37.1	7.55
DURABLE GOODS		
28.9	....	....
Lumber and Wood Products—SIC 24		
16.0	36.2	7.20
Stone, Clay, and Glass Products—SIC 32		
1.5	....	....
Primary Metal Industries—SIC 33		
1.4	....	....
Fabricated Metal Products—SIC 34		
2.1	....	....
Machinery, Except Electrical—SIC 35		
5.1	....	....
Electric & Electronic Eqpmt.—SIC 36		
1.5	....	....
Transportation Equipment—SIC 37		
0.3	....	....
NONDURABLE GOODS		
26.0	....	....
Food and Kindred Products—SIC 20		
16.8	37.3	5.85
Paper and Allied Products—SIC 26		
1.5	....	....
Printing and Publishing—SIC 27		
3.2	....	....
Chemicals and Allied Products—SIC 28		
3.1	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Boise 1, 4, 6, 7, 8, 10
Idaho Falls 1, 5, 6, 8
Lewiston 1, 2, 6, 8
Nampa 1 (Boise)
Pocatello 1, 6, 8, 9
Twin Falls 1, 6, 8

Railroads

1. Union Pacific
2. Burlington Northern

Airlines

4 United
5. Western
6. Cascade Airways
7. Frontier
8. Republic
9. Sky West Aviation
10. Wien Air

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Boise City — 1e, 2g
Idaho Falls — 3e, 2g
Lewiston — 4eg
Nampa — 1e, 2g
Pocatello — 1e, 2g
Twin Falls — 1e, 2g

1. Idaho Power Co.
   1220 Idaho St., Box 70, Boise 83707
2. Intermountain Gas Co.
   555 S. Cole Rd., P.O. Box 7608, Boise City 83707
3. Idaho Falls Elec. Light Div.
   Box 220, Idaho Falls 83401
4. Washington Water Power Co.
   E. 1411 Mission Ave., Box 3727, Spokane, Wash. 99220

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Antimony ore & concentrate, antimony cont. (short tons)	83	W
Clays	27	301
Copper (recov. cont. of ores, etc.) (metric tons)	3,103	7,006
Gem stones	NA	60
Gold (recov. cont. of ores, etc.) (troy ozs.)	W	W
Lead (recov. cont. of ores, etc.) (metric tons)	38,607	36,139
Phosphate rock (thou. metric tons)	4,991	100,873
Sand & gravel (exc. industrial)	5,299	14,203
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	13,695	282,663
Stone (exc. dimension)	2,007	7,240
Zinc (recov. cont. of ores, etc.) (metric tons)	27,722	22,876
Combined value of cement, garnet (abrasives), gypsum, lime, perlite, pumice, sand & gravel (industrial), stone (dimension), vanadium and items indicated by the symbol W		50,734
Grand Total Idaho 1980		**522,095**

* = Thousand short tons except as noted
W = Withheld to avoid disclosing individual company confidential data
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Boise	29	74	5833	714
Idaho Falls	19	69	7888	286
Lewiston	31	73	5464	657
Pocatello	23	72	7063	437

Industrial Development Counselors

State Development Agency

Emborg, Daniel T., Admin.
Div. of Economic & Community Affairs
Capitol Bldg., Rm. 108, Boise 83720
208/334-2470

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Boise
Barnes, Gary D., V.P.
1st Interstate Bk of ID.
700 West Idaho 83705
208/383-5254

Circle adjacent number on ACTION CARD for Idaho Free Literature
CIRCLE NO.
137 **STATE OF IDAHO** — *Idaho Opportunities* gives detailed information on labor, training, education, government, financing, international trade, transportation, energy, etc.

MONTANA

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings (Local gov'ts. only)
- Bonds for pollution control (Local gov'ts only)
- No inventory tax on goods in transit

Tax rates:
- Corporate income tax .....6¾% of net income
- Personal income tax .....2 to 11% of taxable income
- Property tax ..... varies locally
- Inventory tax 4.0% market value (No inventory tax after 12/31/82)
- Equip. and mach. tax .....same as property

Advanced education facilities:
- Four-year colleges and universities 9
- Two-year or junior colleges 3
- Vocational and business schools ...5

Source: **Montana Development of Commerce**

Environment Controls

Air & Water Pollution

Donald G. Willems, Admin., Environmental Sciences Div., Montana Dept. of Health & Environmental Sciences, Cogswell Bldg., Capitol Station, Helena 59620. 406/449-3946

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
MONTANA	694.4	786.7
Billings	61.6	66.8
Butte-Silver Bow	23.4	37.2
Great Falls	60.1	56.7
Missoula	29.5	33.4

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Billings	87.4	108.0
Great Falls	81.8	80.7

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
MONTANA		
23.8	39.2	9.39
Billings		
4.6	....	....
Great Falls		
1.3	....	....

*Preliminary figures

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Billings		
58.9	2.2	3.7
Great Falls		
35.1	2.0	5.7

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Billings 7/81
Office, professional & technical	
Payroll clerks	*6.60
Secretaries	6.95
Stenographers	*6.51
Switchbd opr-recpts	*5.99
Drafters V	10.23
Electronics tech'n	11.81
Computer operators	*5.17
Computer programmers (business)	*7.87
Maintenance & powerplant (men)	
Electricians	11.63
Engineers, stationary	11.62
Machinists	11.93
Mechanics (machinery)	9.81
Custodial & material movement (men)	
Janitors, porters & cleaners	7.84
Laborers, mat'l hdlg	6.59
Ship & receiving clerks	*6.66
Truckdrivers	9.86

*Computed from available statistics

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
280.6	....	....
MANUFACTURING		
23.6	43.2	8.78
DURABLE GOODS		
14.6	44.6	9.03
Lumber and Wood Products—SIC 24		
8.8	....	....
Primary Metal Industries—SIC 33		
2.6	39.1	10.73
NONDURABLE GOODS		
9.0	40.9	8.27
Food and Kindred Products—SIC 20		
4.1	42.8	6.64
Printing and Publishing—SIC 27		
2.2	....	....
Petroleum and Coal Products—SIC 29		
1.0	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Billings 1, 2, 4, 5, 6, 7
Butte-Silver Bow 1, 2, 3, 5, 6, 8
Great Falls 1, 4, 5, 6, 7
Missoula 1, 2, 4, 5

Railroads

1. Burlington Northern
2. Milwaukee Road
3. Union Pacific

Airlines

4. Frontier
5. Northwest
6. Western
7. Big Sky Airlines
8. Cascade Airways

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Billings — 1e, 2g
Butte-Silver Bow — 1eg
Great Falls — 1e, 3g
Missoula — 1eg

1. Montana Power Co.
   40 E. Broadway, Butte 59701
2. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck, N.D. 58501
3. Great Falls Gas Co.
   725 Central Ave., Great Falls 54901

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Antimony (short tons)	260	W
Clays	626	22,200
Copper (recov. cont. of ores, etc.) (metric tons)	37,749	85,236
Gem stones	NA	90
Gold (recov. cont. of ores, etc.) (troy ozs.)	48,366	29,627
Lead (recov. cont. of ores, etc.) (metric tons)	295	276
Lime	223	9,001
Sand & gravel (exc. industrial)	6,639	16,057
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	2,024	41,773

MONTANA/NEVADA

Stone:		
Crushed	1,962	6,302
Talc	340	11,844
Zinc (recov. cont. of ores, etc.) (metric tons)	71	59

Combined values of barite, cement, gypsum, stone (dimension), peat, phosphate rock, sand & gravel (industrial), tungsten ore, vermiculite and values indicated by symbol W 57,619

Grand Total Montana 1980.....280,084

' = Thousand short tons except as noted

W = Withheld to avoid disclosing individual company confidential data

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Billings	22	72	7265	498
Great Falls	20	69	7652	339
Missoula	21	67	7931	188

State Employment Security Agency

For additional labor market information: Employment Security Division, Lockey and Roberts Sts., P.O. Box 1728, Helena 59620
406/449-2621

Industrial Development Counselors

State Development Agency

Olson, Wallace, Administrator
Div. of Eco. & Community Dev.
Montana Dept. of Commerce
1424 9th Avenue
Helena 59620
406/449-3757

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Great Falls
Buttress, Stephen M., C.I.D., Exec. Dir.
Ec. Dev. Corp. of GF
Box 390 59403
406/761-2285

Circle adjacent number on ACTION CARD for Montana Free Literature

CIRCLE NO.

147 **STATE OF MONTANA** — Offers information on industrial tax incentives, sources of industrial financing, existing industry & employment statistics & more.

NEVADA

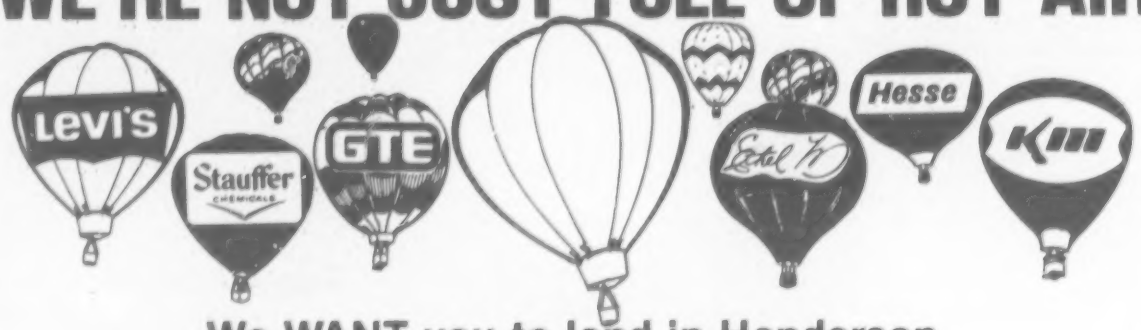
State Information

Financial assistance to industry:
- Bonds for buildings ... (city & county)
- Bonds for pollution control
- "Free Port" law
- "Right to Work" law

Tax rates:
- No personal, corporate or inheritance taxes
- Property tax .....Varies locally
- Sales tax 5¾% (Food for home use, prescribed drugs & medicines and gasoline are exempt.)

Advanced education facilities:
- Four-year colleges and universities 3

WE'RE NOT JUST FULL OF HOT AIR



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Southern Nevada's prime industrial area, one of the fastest growing communities in the nation, has something for you. These companies are taking advantage of it. Why don't you consider Henderson?

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HENDERSON INDUSTRIAL TRADES

Contact: Gary Johnson

100 E. Lake Mead Drive
Henderson, Nevada 89015
Phone (702) 565-1467

Circle 99 on Brochure Service Card

Two-year or junior colleges 4
Vocational and business schools ...4
Source: **Nevada Dept. of Economic Development**

Environment Controls

Air & Water Pollution

Nevada State Dept. of Conservation and Natural Resources, Nye Bldg., 201 S. Fall St., Carson City 89710
702/885-4670

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
NEVADA	488.7	799.2
Carson City	15.5	32.0
Las Vegas	125.8	164.7
North Las Vegas	46.1	42.7
Reno	72.9	100.8
Sparks	24.2	40.8

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Las Vegas	273.3	461.8
Reno	121.1	193.6

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEVADA		
19.8	NA	NA
Las Vegas		
7.9	NA	NA
Reno		
8.3	....	....

*Preliminary figures

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Las Vegas		
223.6	17.0	7.6
Reno		
111.9	5.8	5.2

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
399.6	....	....
MANUFACTURING		
19.4	38.2	7.72
DURABLE GOODS		
12.7	39.3	8.06
Stone, Clay, and Glass Products—SIC 32		
2.0	39.1	8.82
Primary Metal Industries—SIC 33		
1.6	39.2	11.55
NONDURABLE GOODS		
6.7	35.9	7.28
Food and Kindred Products—SIC 20		
1.6	....	....
Printing and Publishing—SIC 27		
3.1	34.1	6.88
Chemicals and Allied Products—SIC 28		
0.8	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Carson City (Lake Tahoe, CA)
Las Vegas 3 to 21 incl.
North Las Vegas (Las Vegas)
Reno 1, 2, 4, 6, 7, 8, 10, 11, 12, 14, 16, 20, 21
Sparks 1 (Reno)

Railroads

1. Southern Pacific Lines
2. Western Pacific
3. Union Pacific

Airlines

4. Air Chaparral
5. Air Nevada
6. Aircal
7. American
8. Braniff
9. Continental
10. Delta
11. Eastern
12. Frontier

GTE Sylvania Systems Group studied the entire Southwest... and *CHOSE* Southern Nevada!

Richard R. Fidler, *Vice President, GTE Strategic Systems Div.* — Howard W. Cannon, *U.S. Senator* — Robert List, *Nevada Governor* — Fred D. Gibson, Jr., *President, NDA*

GTE Sylvania discovered Southern Nevada and found it was the right location for their new $13 million LITHIUM BATTERY PRODUCTION FACILITY!

The unbeatable combination includes:

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- Superior Labor Market
- Excellent Community Support
- Higher Corporate Profit Gain

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Let Nevada Development Authority explain our less taxing lifestyle and one of the lowest tax structures in the nation. Contact us. It will be the best move you'll ever make!

NEVADA DEVELOPMENT AUTHORITY
In the Terminal at McCarran International Airport
P.O. Box 11128 • Las Vegas, Nevada 89111
(702) 739-8222 Toll-free, 1-800-634-6858
Tim Carlson, Executive Director

Circle 120 on Brochure Service Card

Circle 98 on Brochure Service Card

13. Northwest
14. Pacific Southwest
15. Pan Am
16. Republic
17. Scenic Arlns.
18. Sky West Aviation
19. TWA

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Carson City — 3e, 2g
Las Vegas — 1e, 2g
North Las Vegas — 1e, 2g
Reno — 3eg
Sparks — 3e

1. Nevada Power Co.
   4th St. & Stuart Ave., Box 230, Las Vegas 89151
2. Southwest Gas Corp.
   5241 Spring Mtn. Rd., Las Vegas 89114
3. Sierra Pacific Power Co.
   100 E. Moana La., Box 10100, Reno 89510

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	1,918	47,800
Clay	64	2,082
Gem stones	NA	900
Gold (recov. cont. of ores, etc.) (troy ozs.)	274,382	168,075
Gypsum	852	8,276
Lead (recov. cont. of ores, etc.) (metric tons)	26	24
Mercury (76-lb. flasks)	30,431	11,851
Perlite (thou. short tons)	6	92
Sand & gravel (exc. ind.)	8,439	18,360
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	671	13,842
Stone (crushed)	1,809	7,407
Zinc (recov. cont. of ores, etc.) (metric tons)	2	2
Combined value of copper, pumice, cement (portland), diatomite, fluorspar, iron ore, lime, lithium compounds, magnesite, salt, talc, tungsten, and sand & gravel (industrial)		107,438
Grand Total Nevada 1980		**386,149**

* = Thousand short tons except as noted
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Las Vegas	44	90	2601	2946
Reno	32	69	6022	329

State Employment Security Agency

For additional labor market information:
Employment Security Dept., Capitol Complex, Carson City 89710
702/885-4550

Industrial Development Counselors

State Development Agency

Mackenzie, Walt
Nevada Dept. of Eco. Dev.
Capitol Complex
Carson City 89710
702/885-4322 or 4325

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Henderson
Johnson, Gary
Henderson Industrial Trades
100 E. Lake Mead Drive, 89015
702/565-1467

Las Vegas
Carlson, Tim, Exec. Dir.
NV Dev. Authority
McCarran Int'l Air Terminal
Box 11128, 89111
702/739-8222

Reno
Wolfe, Hans R., VP, Area Dev.
First Nat'l Bank of Nevada
P.O. Box 11007 89520
702/784-3401
Johnson, Joan
Greater Reno/Sparks
Chamber of Commerce
P.O. Box 3499, 89505
702/786-3030

Circle adjacent number on ACTION CARD for Nevada Free Literature
CIRCLE NO.

98 **GREATER RENO/SPARKS C. OF C.**

99 **HENDERSON INDUSTRIAL TRADES**

100 **STATE OF NEVADA** — *Nevada Report To Business & Industry* — Info on taxes, transportation, labor & manpower training, economic outlook, free port law, etc.

120 **NEVADA DEVELOPMENT AUTH.** — Extensive info folder containing *Nevada Review of Business & Economics*, wage & labor surveys, tax facts, plus *Nevada Review* newsletter.

NEW MEXICO

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for land, buildings & equipment
- Bonds for pollution control
- Aid for job training
- "Free Port" law

Tax rates:
- Corporate income tax ..... 4% on income up to $1 million (annual); $40,000, plus 5% of the excess over $1 million, on income of $1 to 2 million; $90,000, plus 6% of excess over $2 million, on income exceeding $2 million.
- Personal income tax Based on Federal
- Personal property tax .....33⅓% assessment rate
- Gross receipts tax ..... 3½% to 4½%, due to local options.
- Franchise tax $.55/M of net worth in NM, with $10 minimum
- Corporate Filing Fee (incorporation fee): ..... $1/M of authorized capital stock plus $60 fee for in-state corporations; plus $110 fee for out-state corporations
- Gasoline tax .....$.09/gal. Exempted for NM produced gasohol)

Advanced education facilities:
- Four-year colleges and universities 10
- Two-year or junior colleges 13
- Vocational and business schools . 13

Source: **New Mexico Commerce and Industry Dept. Economic Development Division**

Environment Controls

Air Pollution

Health and Environment Department, Environmental Improvement Division, Air Quality Section, Crown Building, 725 St. Michaels Drive, Santa Fe 87503
505/827-5271

Water Pollution

Health and Environment Department, Environmental Improvement Division, Water Pollution Control Section, same address and phone as above

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
NEW MEXICO	1,017.1	1300.0
Albuquerque	244.5	331.8
Carlsbad	21.3	25.5
Clovis	28.5	31.2
Farmington	22.0	30.7
Hobbs	26.0	28.8
Las Cruces	37.9	45.1
Roswell	33.9	39.7
Santa Fe	41.2	48.9

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Albuquerque	333.3	454.5
Las Cruces	69.8	96.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW MEXICO		
32.9	37.5	6.81
Albuquerque		
17.1	38.3	7.06
Las Cruces		
2.8	....	....

***Preliminary figures**

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Albuquerque		
208.0	14.6	7.0

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
462.3	....	....
MANUFACTURING		
34.3	39.8	5.79
DURABLE GOODS		
20.4	41.3	6.24
Lumber and Wood Products—SIC 24		
2.6	....	....
Electric & Electronic Eqpmt.—SIC 36		
3.6	....	....
Transportation Equipment—SIC 37		
3.9	....	....
NONDURABLE GOODS		
13.9	37.4	4.95
Food and Kindred Products—SIC 20		
4.5	....	....

Find out why Intel, Motorola, Honeywell, Signetics, Sperry and Johnson & Johnson are expanding into New Mexico.

All of them. All at once.

Call:
1-800-545-2184
or write:
Director of Economic Development
Commerce and Industry Department
Economic Development Division
Bataan Memorial Building
Santa Fe, New Mexico 87503

Circle 101 on Brochure Service Card

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Albuquerque 1, 4 to 13 incl.
Carlsbad 1, 4
Clovis 1, 4
Farmington 4, 8
Hobbs 4
Las Cruces 1 (El Paso, Tex.)
Roswell 1, 4
Santa Fe 1 (Albuquerque)

Railroads

1. Santa Fe Lines
2. Missouri Pacific Lines

Airlines

4. Air Mid West
5. American
6. Continental
7. Eastern
8. Frontier
9. Southwest Airlines
10. Texas Int'l.
11. TWA
12. United
13. Western

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Albuquerque — 1e, 2g
Carlsbad — 3e, 2g
Clovis — 3e, 2g
Farmington — 8e, 2g
Hobbs — 4e, 5g
Las Cruces — 7e, 6g
Roswell — 3e, 2g
Santa Fe — 1e, 2g

1. Public Service Co. of New Mexico
   Alvarado Sq., Albuquerque 87158
2. Southern Union Gas Co.
   1st International Bldg., Dallas, Texas 75270
3. Southwestern Pub. Service Co.
   6th at Tyler, Box 1261, Amarillo, Tex. 79170
4. New Mexico Elec. Service Co.
   520 Broadmoor Bldg., Box 920, Hobbs 88240
5. Hobbs Gas Co.
   Box 2220, Hobbs 88240
6. City of Las Cruces Gas System
   200 N. Church St., Las Cruces 88001
7. El Paso Electric Co.
   Box 982, 303 N. Oregon, El Paso, Tex. 79960
8. Farmington Electric Utility
   P.O. Box 900, Farmington 87401

State Employment Security Agency

For additional labor market information: Employment Security Department, P.O. Box 1928, TEWA Bldg., Albuquerque 87103
505/842-3105

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (exc. fire clay)	60	114
Copper (recov. cont. of ores, etc.) (metric tons)	149,394	337,328
Gem stones	NA	150
Gold (recov. cont. of ores, etc.) (troy ozs.)	15,787	9,670
Gypsum	182	1,688
Manganiferous ore (5-35% Mn) (short tons)	35,198	W
Peat	2	40
Perlite	539	14,404
Potassium salts (thou. metric tons)	1,869	289,011
Pumice	448	3,028
Sand & gravel	7,050	17,676
Stone:		
Crushed	2,217	7,259
Dimension	18	91
Combined value of barite, carbon dioxide, clay (fire clay), cement (portland & masonry), helium (high purity), lime, mica (scrap), zinc, molybdenum, salt, silver, vanadium and values indicated by symbol W		87,845
Grand Total New Mexico 1980		**768,304**

* = Thousand short tons except as noted
W = Withheld to avoid disclosing individual company confidential data
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albuquerque	35	79	4292	1316
Clovis	37	78	4009	1261
Hobbs	42	80	2985	1828
Roswell	38	79	3697	1560
Santa Fe	30	70	6007	417

Industrial Development Counselors

State Development Agency

Salvo, John B., Secretary
New Mexico Commerce & Industry Dept.
Bataan Memorial Bldg.
Santa Fe 87503
505/827-5571

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Albuquerque
Covell, James A.
Ind. Dev. Serv., Inc.
401 2nd St., N.W., Box 25100
Downtown Convention Center 87102
505/842-0400

Clovis
Spencer, Bob, Exec. Dir.
Clovis Ind. Comm.
P.O. Drawer C, 88101
505/763-3435

Farmington
Adkins, Paul R., Exec. Dir.
Ind. Dev. Service
P.O. Box 267, 87401
505/327-7451

Las Cruces
Westenberg, Harlan, Exec. Dir.
Grtr. LC Ind. Dev. Bd.
Drawer 519, 88001
505/524-1745

Santa Fe
Dietz, Al, Dir.
Commerce & Ind. Dept.
Econ. Dev. Div.
Bataan Memorial Bldg. 87503
505/827-5571 or toll free
1-800/545-2184

Circle adjacent number on ACTION CARD for New Mexico Free Literature

CIRCLE NO.
101 **STATE OF NEW MEXICO** — *New Concept Package* and community profiles detailing taxes, tax credits, employee training & other incentives, solar industry, transportation, etc.

UTAH

State Information

Financial assistance to industry:
Tax incentives — limited — as directed by county governments
Revenue bonds for buildings
Revenue bonds for pollution control
Aid for job training
"Free Port" law — (no inventory tax on anything)

Tax rates:
Corporate franchise tax 4% taxable inc. (min. $25.00)
Personal income tax 2¾-7¾%
Personal property tax .. varies locally

Sales tax:
State 4%
Local option of up to ..... ¾%
Local transit district ..... ¼%

Advanced education facilities:
Four-year colleges and universities 6
Two-year or junior colleges 3
Vocational and business schools . 10
Source: **Utah Department of Development Services**

Environment Controls

Air Pollution

Alvin E. Richers, Chief, Air Quality Div., Bureau of Environmental Health, P.O. Box 2500, Salt Lake City 84110
801/533-6108

Water Pollution

Calvin K. Sudweeks, Chief, Water Quality Div., same address as above
801/533-6146

State Employment Security Agency

For additional labor market information: Industrial Commission, 350 E. 500 South, Salt Lake City 84147, 801/364-8479; also, Job Service, 174 Social Hall Ave., Salt Lake City
801/533-2400

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980 —Thousands—
UTAH	1,059.3	1,461.0
Bountiful	27.8	32.9
Logan	22.3	26.8
Murray	21.2	25.8
Ogden	69.5	64.4
Orem	25.7	52.4
Provo	53.1	73.9
Salt Lake City	175.9	163.0
Sandy City	6.4	51.0
West Jordan	4.2	26.8

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980 —Thousands—
Provo — Orem	137.8	218.1
Salt Lake City — Ogden	705.5	936.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
UTAH		
88.0	40.1	8.02
Salt Lake City — Ogden		
61.0	41.4	7.62

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Salt Lake City—Ogden		
403.5	23.9	5.9

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Salt Lake City-Ogden 11/80
Office, professional & technical	
Clerks, payroll	5.75
Secretaries	6.13
Stenographers	5.78
Switchbd opr-receptionists	4.91
Drafters (Class A)	9.04
Electronic .echnicians	7.74
Computer operators	6.60
Computer programmer (business)	8.94
Maintenance & powerplant (men)	
Carpenters	10.12
Electricians	9.95
Engineers, stationary	8.61
Machinists	10.67
Mechanics (machinery)	9.26
Tool & die makers	9.19
Custodial & material movement (men)	
Guards & watchmen	7.10
Janitors, porters & cleaners	5.14
Laborers, material handling	5.45
Shipping & receiving clerks	6.40
Truckdrivers	7.46
Forklift operators	6.87

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
554.1	. . . .	. . . .
MANUFACTURING		
88.0	39.1	6.92
DURABLE GOODS		
60.1	40.1	7.10
Primary Metal Industries—SIC 33		
7.9	40.2	11.87
Electric & Electronic Eqpmt.—SIC 36		
7.5	. . . .	. . . .
Transportation Equipment—SIC 37		
9.3	42.1	7.68
NONDURABLE GOODS		
28.0	36.7	6.50
Food and Kindred Products—SIC 20		
8.9	38.1	6.32

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (S) = Salt Lake City

Bountiful 1, (S)
Logan 3 (S)
Murray 1, 3 (S)
Ogden 1, 2, 3 (S)
Orem (S)
Provo 1, 3 (S)
Salt Lake City 1, 3, 4, 6 to 22 incl.
Sandy City 3 (S)
West Jordan 1 (S)

Railroads

1. Denver & Rio Grande Western
2. Southern Pacific Lines
3. Union Pacific
4. Western Pacific

Airlines

6. Texas Int'l.
7. American
8. Western
9. Cascade Airways
10. United
11. Frontier
12. Delta
13. Continental
14. Eastern
15. Pacific Southwest
16. Republic
17. Sky West Aviation
18. Air Chaparral
19. Bridger Air
20. Scenic Arlns.
21. TWA
22. Wien Air

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Bountiful — 4e, 2g
Logan — 5e, 2g
Murray — 6e, 2g
Ogden — 1e, 2g
Orem — 1e, 2g
Provo — 3e, 2g
Salt Lake City — 1e, 2g
Sandy — 1e, 2g
West Jordan — 1e, 2g

1. Utah Power & Light Co.
   1407 W. N. Temple St., Box 899,
   Salt Lake City 84110
2. Mountain Fuel Supply Co.
   180 E. 1st S. St., P.O. Box 11368,
   Salt Lake City 84139
3. Provo City Power Dept. of Utilities
   251 W. 800 N., Provo 84601
4. Bountiful City Lt. & Pwr.
   198 S. 200 W., Bountiful 84010
5. Logan Light Dept., 61 W. 100 N.
   St., Logan 84321
6. Murray Power Dept.
   153 W. 4800 S. Murray City 84107

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clay	365	1,517
Copper (recov. cont. of ores, etc.) (metric tons)	157,775	356,251
Gem stones	NA	70
Gold (recov. cont. of ores, etc.) (troy ozs.)	179,538	109,978
Gypsum	287	2,612
Iron ore (usable) (thou. long tons, gr. wt.)	1,307	18,540
Lime	259	13,293
Perlite	(1)	2
Pumice	35	347
Salt	1,157	19,373
Sand & gravel (exc. industrial)	8,906	17,234
Silver (recov. cont. of ores, etc.) (thou. troy. ozs.)	2,203	45,476
Stone:		
Crushed	2,919	11,776
Dimension	3	272
Combined values of asphalt, beryllium concentrate, carbon dioxide, cement (masonry & portland), lead, magnesium chloride, magnesium compounds, molybdenum, phosphate rock, potassium salts, sand & gravel (industrial), sodium sulphate, tungsten, zinc and vanadium		175,041
Grand Total Utah 1980		**771,782**

* = Thousand short tons except as noted
NA = Not available
1 = Less than ½ unit.

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Ogden	28	77	5872	946
Salt Lake City	28	77	5983	927

Industrial Development Counselors

State Development Agency

Lee, Evelyn, Dir.
Utah Industrial Development
200 South Main, Suite 620
Salt Lake City 84101
801/533-5325

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

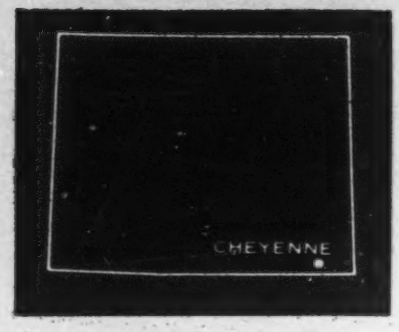
Utilities, Banks, Areas & Others

Farmington
King, Earl N., Exec. Dir.
Davis Cty. Ind. Bureau
801/295-2394 Ext. 218

Provo
Bradford, Richard M., Mgr.
Utah Valley Ind. Dev. Assn.
84 N. University Ave. 84601
801/374-9900

Salt Lake City
Jensen, LaVell J., Area Dev. Dir.
Utah Power & Light Co.,
Box 899 84110
801/535-4174
Hadley, Dale R., Dir.
Upland Ind. Corp.
10 S. Main, 84101
803/363-5111

Circle adjacent number on ACTION CARD for Utah Free Literature
CIRCLE NO.
157 STATE OF UTAH



WYOMING

State Information

Financial assistance to industry:
- Industrial Revenue Bonds
- Local Development Corporations & Councils
- Bonds for pollution control

Tax rates:
- Personal property tax .. varies locally
- Sales tax 3%
  (Additional 1% at county option)
- Use tax 3%
  (Additional 1% at county option)
- Franchise and incorporation tax .....graduated
- Gasoline tax .....$.08 per gal.
- Gasohol .....$.04 exemption

Advanced education facilities:
- Four-year colleges and universities 1
- Two-year or junior colleges 7
- Vocational and business schools ...8

Medical Facilities:
- Hospitals 28
- Clinics .....NA

Labor Analysis:
- High School graduates 6,000
- Mfgr. workers in Unions 20%

Source: **Wyoming Department of Economic Planning and Development**

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
WYOMING	332.4	470.8
Casper	39.4	51.0
Cheyenne	41.3	47.3

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Casper	51.3	71.9

State Employment Security Agency

For additional labor market information: Employment Security Commission, ESC Bldg., Center & Midwest Sts., P.O. Box 2760, Casper 82601
307/235-3650

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
WYOMING		
12.5	41.2	7.87
Casper		
2.1	....	....
Cheyenne		
1.4	....	....

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
205.6	....	....
MANUFACTURING		
10.2	39.4	7.34
DURABLE GOODS		
4.4	40.1	6.99
Lumber and Wood Products—SIC 24		
1.3	....	....
NONDURABLE GOODS		
6.2	38.9	7.72
Food and Kindred Products—SIC 20		
1.3	35.0	6.06
Petroleum and Coal Products—SIC 29		
2.2	43.0	12.32

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Casper 1, 4, 5, 6, 7, 8
Cheyenne 1, 3, 6, 9

Railroads

1. Burlington Northern
3. Union Pacific
4. Chicago & North Western

Airlines

5. Continental
6. Frontier
7. Bridger Air
8. Big Sky Arlns.
9. Rocky Mt. Airways

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Casper — 1e, 3g
Cheyenne — 2eg

1. Pacific Power and Light Co. 920 S.W. Sixth Ave., Portland, Oregon 97204
2. Cheyenne Lt., Fuel and Pwr. Co. 108 W. 18th St., Cheyenne 82001
3. Northern Utilities, Inc. 441 S. Center St., Casper 82601

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clay	3,081	71,512
Gem stones	NA	190
Gypsum	312	2,731
Sand & gravel (exc. ind.)	5,454	12,523
Stone (crushed)	4,374	14,835
Combined value of cement (masonry & portland), iron ore, lime, sand & gravel (industrial), and sodium carbonate		658,755
Grand Total Wyoming 1980		**760,546**

* = Thousand short tons
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Casper	23	71	7255	458
Cheyenne	27	69	7555	327

Environment Controls

Air & Water Pollution

Dept. of Environmental Quality, Hathaway Bldg., Cheyenne 82002
307/777-7937

Industrial Development Counselors

State Development Agency

Niland, John, Exec. Dir.
Dept. of Econ. Planning & Dev.
Barrett Building
Cheyenne 82002
307/777-7417

Roso, Anthony Jr. Chief
Industrial Development Div.
Dept. of Econ. Planning & Dev.
(same address as above)
(307) 777-7285

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

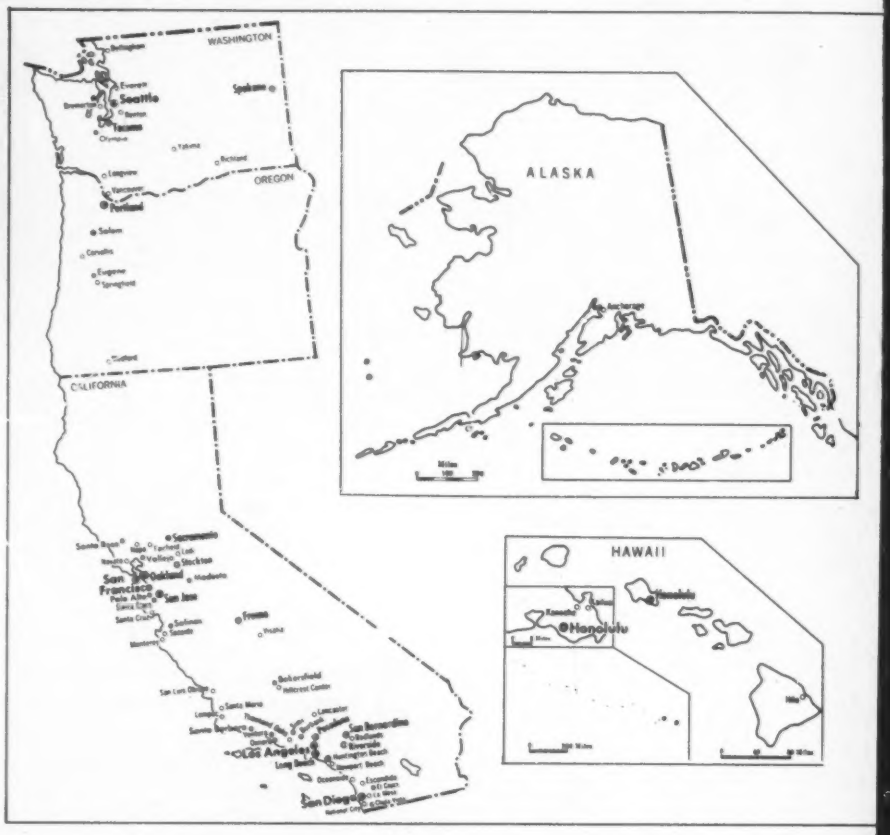
Cheyenne

Dettmann, Floyd J., Mgr.
Ind. & Comm. Real Estate
Upland Industries Corp.
1805 Capitol Ave. 82001
307/634-5647

Circle adjacent number on ACTION CARD for Wyoming Free Literature
CIRCLE NO.
163 STATE OF WYOMING

PACIFIC STATES

• CALIFORNIA



ALASKA

State Information

Financial assistance to industry:

Loans thru State Division of Business Loans, Division of Veterans Affairs, Small Business Administration, Alaska Industrial Development Authority.

Tax rates:

Corporate Income tax 1-9.4% (Tax rate increments of 1% per $10,000 starting at first dollar of taxable income up to $90,000; tax on taxable income in excess of $90,000 at rate of 9.4%)
Personal property tax .....Local
Sales tax .....Local
(State has 20 mills tax on oil & gas properties only)

Advanced education facilities:

Four-year colleges and universities 3
Two-year or junior colleges 10
Vocational and business schools ..... Several private & union

Source: **Alaska Department of Commerce and Economic Development**

Environment Controls

Air & Water Pollution

Ernest W. Mueller, Commmr. Department of Environmental Conservation, Pouch O, Juneau 99811
907/465-2600

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
ALASKA	302.6	400.5
Anchorage	48.1	173.0

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Anchorage	126.4	173.0

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—September 1981

Employment Thousands	Weekly Hours	Hourly Earnings $
ALASKA		
12.9	34.8	11.99
MANUFACTURING		
13.4	42.7	10.22
DURABLE GOODS		
3.5	....	....
Lumber and Wood Products—SIC 24		
3.4	....	....
NONDURABLE GOODS		
7.5	....	....
Food and Kindred Products—SIC 20		
7.2	44.0	7.60

State Employment Security Agency

For additional labor market information: Employment Security Division, Dept. of Labor, P.O. Box 1149, Juneau 99811
907/465-2700

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
169.4	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

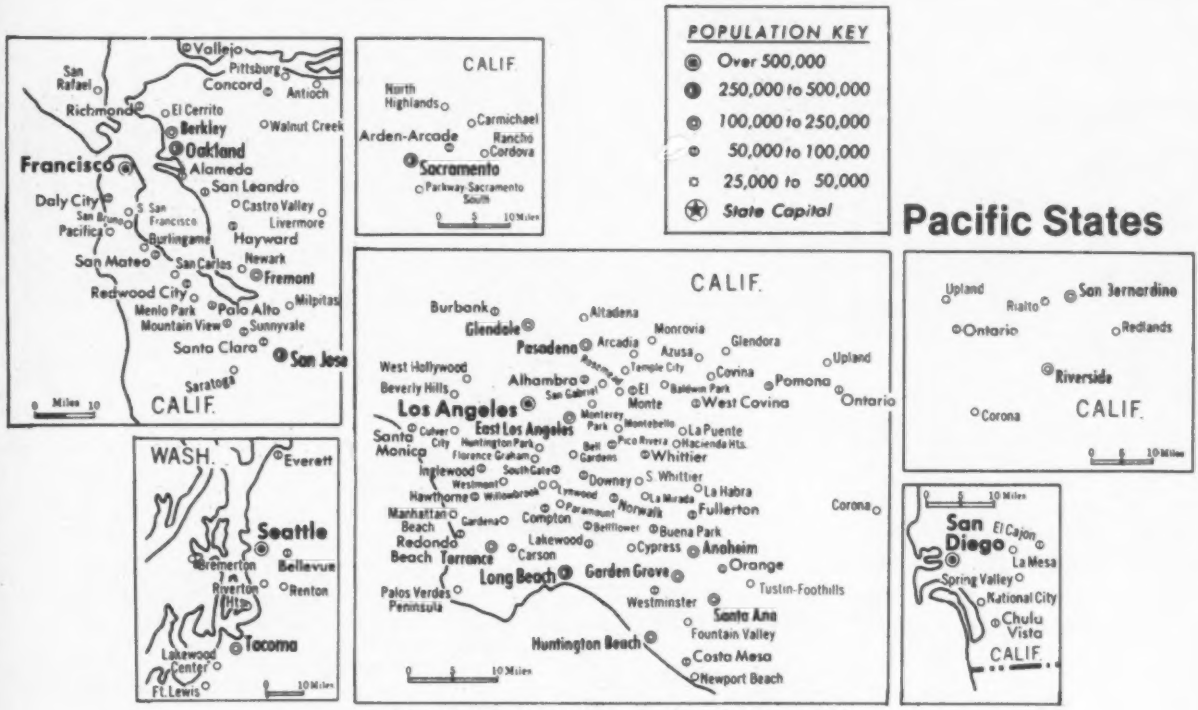
Anchorage 1 to 17 incl.

Railroads

1. Alaska

Airlines

2. Alaska
3. Air France
4. Lufthansa



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5. British
6. Wien Air
7. Japan
8. KLM
9. Northwest
10. Reeve Aleutian
11. Sabena
12. SAS
13. Western
14. Pan American
15. Braniff
16. Korean
17. Sea Airmotive

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Anchorage — 1e, 2e, 3g

1. Anchorage Mun. Lt. & Pwr. Dept.
   1200 E. 1st Ave., Anchorage 99503
2. Chugach Elec. Assoc., Inc.
   P.O. Box 3518, Anchorage 99501
3. Alaska Gas & Service Co.
   3000 Spenard Road, P.O. Box 6288, Anchorage 99502

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	50
Gold (recov. cont. of ores, etc.) (troy ozs.)	9,826	6,019
Lead (metric tons)	31	29
Sand & gravel	44,911	85,214
Silver (recov. cont. of ores, etc.) (troy ozs.)	8	172
Stone (crushed)	3,990	19,978
Combined value of barite, platinum-group metals, tin and tungsten		1,983
Grand Total Alaska 1980		**113,445**

* = Thousand short tons except as noted
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anchorage	12	58	10911	0

Industrial Development Counselors

State Development Agency

Webber, Charles R., Commissioner
Alaska Dept. of Comm. & Econ. Dev.
Pouch D, Juneau 99811
907/465-2500

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Juneau
Eakins, Richard, Dir., Div. Econ. Enterprise
Alaska Dept. of Econ. Dev.
Pouch EE, 99811
907/465-2020
Miller, Ross L., ID Officer
Bureau of Indian Affairs
Box 3-8000, 99801
907/586-7183 Ext. 183

Circle adjacent number on ACTION CARD for Alaska Free Literature

CIRCLE NO.

130 **STATE OF ALASKA** — *The Alaska Economic Information & Reporting System* gives detailed facts on current and future economic conditions. Also, Community Profiles are available for 12 areas.

CALIFORNIA

State Information

Financial assistance to industry:

- Tax Incentives
- Bonds for pollution control
- Aid for job training
- Industrial Development Revenue Bonds

Tax rates:

- Corporate income tax
- General Corp 9.6%
- Bank & Financial Corp 9.6-11.6%
- Personal income tax 1-11%
- Personal property tax .....1.2% of full market value
- Sales tax 6-6½%
- Inventory tax ..... none
- Equip. and machinery tax ..... same as property tax
- Gasoline tax .....$.07 per gal.

Advanced education facilities:

- Four-year colleges and universities 159
- Two-year or junior colleges 109
- Vocational and business schools 2,500

Medical Facilities:

- Hospitals 589
- Clinics 675

Labor Analysis:

- High School graduates 285,110
- Mfgr. workers in Unions 27.6%

Source: **California Department of Economic & Business Development**

Environment Controls

Air & Water Pollution

Charles Brandes, Off. of Permit Assistance, 1400 10th St., Sacramento 95814 916/445-4831

Population

Cities over 25,000

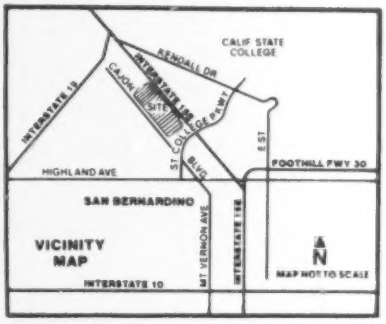
	Census 1970	Census 1980
	—Thousands—	
CALIFORNIA	19,971.1	23,668.6
Alameda	71.0	63.9
Alhambra	62.1	64.6
Anaheim	166.4	221.8
Antioch	28.1	43.6
Arcadia	45.1	46.0
Azusa	25.2	29.4
Bakersfield	69.5	105.6
Baldwin Park	47.3	50.6
Bell	21.8	25.5
Bellflower	52.3	53.4
Bell Gardens	29.3	34.1
Berkeley	114.1	103.3
Beverly Hills	33.4	32.4
Brea	18.4	27.9
Buena Park	63.6	64.2
Burbank	88.9	84.6
Burlingame	27.3	26.2
Camarillo	19.2	37.7
Campbell	23.8	27.1
Carlsbad	14.9	35.5
Carson	71.2	81.2
Cerritos	15.9	52.8
Chico	19.6	26.6
Chino	20.4	40.2
Chula Vista	67.9	83.9
Claremont	24.8	31.0
Clovis	13.9	33.0
Colton	20.0	27.4
Compton	78.5	81.3
Concord	85.2	103.3
Corona	27.5	37.8
Costa Mesa	72.7	82.3
Covina	30.4	33.8
Culver City	34.5	38.1
Cupertino	17.9	25.8
Cypress	31.6	40.4
Daly City	66.9	78.5
Davis	23.5	36.6
Downey	88.6	82.6
El Cajon	52.3	73.9
El Monte	69.9	79.5
Escondido	36.8	62.5
Fairfield	44.1	58.1
Fontana	20.7	37.1
Fountain Valley	31.9	55.1
Fremont	100.9	131.9
Fresno	165.7	218.2
Fullerton	86.0	102.0
Gardena	41.0	45.2
Garden Grove	121.2	123.4
Glendale	132.7	139.1
Glendora	32.1	38.7
Hawthorne	53.3	56.4
Hayward	93.1	94.2
Huntington Beach	116.0	170.5
Huntington Park	33.9	46.2
Inglewood	90.0	94.2
Irvine	NA	62.1
LaHabra	41.4	45.2
Lakewood	83.0	74.7
LaMesa	39.2	50.3
LaMirada	30.8	41.0
Lancaster	NA	48.0
LaPuente	31.1	30.9
Livermore	37.7	48.3
Lodi	28.7	35.2
Lompoc	25.3	26.3
Long Beach	358.9	361.3
Los Altos	25.1	25.8
Los Angeles	2,811.8	2,966.8
Los Gatos	22.6	26.6
Lynwood	43.4	48.5
Manhattan Beach	35.4	31.5
Menlo Park	26.8	25.7
Merced	22.7	36.5
Milpitas	26.6	37.8
Modesto	61.7	106.1
Monrovia	30.6	30.5
Montebello	42.8	52.9
Monterey	26.3	27.6
Monterey Park	49.2	54.3
Mountain View	54.1	58.7
Napa	36.1	50.9
National City	43.2	48.8
Newark	27.2	32.1
Newport Beach	49.6	63.5
Norwalk	90.2	85.2
Novato	31.0	43.9
Oakland	361.6	339.3
Oceanside	40.5	76.7
Ontario	64.1	88.8
Orange	77.4	91.8
Oxnard	71.2	108.2
Pacifica	36.0	36.9
Palm Springs	20.9	32.3
Palo Alto	56.0	55.2
Paramount	34.7	36.4
Pasadena	113.0	119.4
Petaluma	24.9	33.8
Pittsburg	21.4	33.0
Placentia	21.9	35.0
Pleasant Hill	24.6	25.1
Pleasanton	18.3	35.2
Pico Rivera	54.2	53.5
Pomona	87.4	92.7
Rancho Cucamonga	NA	55.3
Rancho Palos Verdes	NA	35.2
Redding	16.7	42.0
Redlands	36.4	43.6
Redondo Beach	57.5	57.1
Redwood City	55.7	55.0
Rialto	28.4	35.6
Richmond	79.0	74.7
Riverside	140.1	170.9
Rosemead	41.0	42.6
Sacramento	257.1	275.7
Salinas	58.9	80.5
San Bernardino	106.9	118.1
San Bruno	36.3	35.4
San Clemente	17.1	27.3
San Diego	697.5	875.5
San Francisco	715.7	679.0
San Gabriel	29.3	30.1
San Jose	459.9	636.6
San Leandro	68.7	64.0
San Luis Obispo	28.0	34.3
San Mateo	79.0	77.6
San Rafael	39.0	44.7
Santa Ana	155.7	203.7
Santa Barbara	70.2	74.5
Santa Clara	86.1	87.7
Santa Cruz	32.1	41.5
Santa Maria	32.7	39.7
Santa Monica	88.3	88.3
Santa Rosa	50.0	83.2
Saratoga	26.8	29.3
Seal Beach	24.4	26.0
Seaside	36.9	36.6
Simi Valley	59.8	77.5
South Gate	56.9	66.8
South San Francisco	46.6	49.4
Stockton	110.0	149.8
Sunnyvale	96.0	106.6
Temple City	31.0	29.0
Thousand Oaks	35.9	77.8
Torrance	135.0	131.5

Campeau Commerce Centres

state college business park

a campeau commerce centre

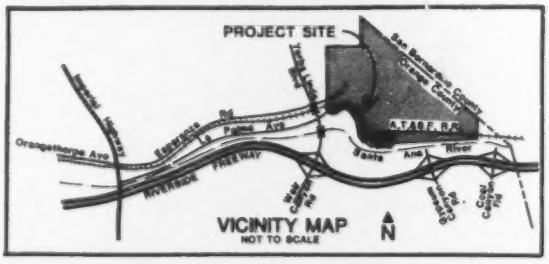
- Quality, master-planned setting integrating light industrial and manufacturing with supportive commercial facilities.
- Positive political climate for continued growth.
- Total site of 175 acres, with parcels ranging from ¾ to 10 acres.
- Excellent freeway exposure (I-15).
- Rail service available to a total of 58 acres.
- Industrial development bonds and other tax exempt financing methods available to qualified users.
- An abundant labor base of skilled and semi-skilled workers.
- Many new and resale affordable housing opportunities for employee relocation.
- Excellent recreational facilities for all interests within an hour's drive.



LOMAS DE YORBA BUSINESS PARK

a campeau commerce centre

- Located within Orange County's newest 3,300 acre master-planned community.
- 38 acre research & development park.
- 41 acre commercial, restaurant & shopping facilities.
- Closely linked to the southland businesses.
- Excellent access to major freeways & highways.



For additional information contact:
William D. Kennedy, Director of Development
(714) 887-7051 or (714) 955-0224

Circle 102 on Brochure Service Card

CALIFORNIA

Turlock	14.0	26.3
Tustin	22.3	32.1
Upland	32.6	47.6
Union City	14.7	39.4
Vacaville	21.7	43.4
Vallejo	71.7	80.2
Ventura	58.0	74.5
Visalia	27.1	49.7
Vista	24.7	35.8
Walnut Creek	39.8	53.6
West Covina	68.0	80.1
Westminster	60.1	71.1
Whittier	72.9	88.9
Woodland	20.4	30.2
Yorba Linda	11.9	28.3

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Anaheim — Santa Ana — Garden Grove	1,421.2	1,931.6
Bakersfield	330.2	403.1
Chico	102.0	143.9
Fresno	413.3	515.0
Los Angeles — Long Beach	7,042.0	7,477.7
Modesto	194.5	265.9
Oxnard — Simi Valley — Ventura	378.5	529.9
Redding	77.6	115.7
Riverside — San Bernardino — Ontario	1,139.2	1,557.1
Sacramento	803.8	1,014.0
Salinas — Seaside — Monterey	247.5	290.4
San Diego	1,357.9	1,861.8
San Francisco — Oakland	3,109.2	3,252.7
San Jose	1,065.3	1,295.1
Santa Barbara — Santa Maria — Lompoc	264.3	298.7
Santa Cruz	123.8	188.1
Santa Rosa	204.9	299.8
Stockton	291.1	347.3
Vallejo — Fairfield — Napa	251.1	334.4
Visalia — Tulare — Porterville	188.3	245.8
Yuba City	86.7	102.0

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
CALIFORNIA		
1,976.9	39.4	8.83
Anaheim — Santa Ana — Garden Grove		
222.9	39.8	8.38
Bakersfield		
10.0	40.3	9.06
Fresno		
23.3	37.7	7.90
Los Angeles — Long Beach		
909.3	39.6	8.24
Modesto		
20.6	38.0	8.52
Oxnard — Simi Valley — Ventura		
25.7	37.4	7.75
Riverside — San Bernardino — Ontario		
63.6	39.0	8.54
Sacramento		
27.6	38.6	9.24
Salinas — Seaside — Monterey		
9.0	36.6	8.18
San Diego		
101.4	39.4	8.34
San Francisco — Oakland		
203.7	39.5	10.60
San Jose		
242.3	39.8	9.18
Santa Barbara — Santa Maria — Lompoc		
16.1	37.6	7.87
Santa Rosa		
15.6	38.8	7.77
Stockton		
20.9	38.8	9.09
Vallejo — Fairfield — Napa		
11.7	38.8	10.31

***Preliminary figures**

Unemployment

*Major Market Areas—10/81**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Anaheim—Santa Ana—Garden Grove		
1,152.8	58.2	5.1
Bakersfield		
192.1	18.7	9.7
Fresno		
268.9	29.8	11.1
Los Angeles—Long Beach		
3,540.0	266.0	7.5
Modesto		
133.0	16.8	12.6
Oxnard—Simi Valley—Ventura		
244.4	21.8	8.9
Riverside—San Bernardino—Ontario		
600.8	54.9	9.1
Sacramento		
488.2	42.9	8.8
Salinas—Seaside—Monterey		
134.9	10.8	8.0
San Diego		
735.7	59.1	7.5
San Francisco—Oakland		
1,676.6	98.3	5.9
San Jose		
780.6	48.2	6.2
Santa Barbara—Santa Maria—Lompoc		
151.4	9.3	6.1
Santa Rosa		
138.4	10.7	7.7
Stockton		
169.7	20.3	11.9
Vallejo—Fairfield—Napa		
136.3	11.1	8.1

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
9,837.6	. . . .	. . . .
MANUFACTURING		
2001.1	39.5	7.70
DURABLE GOODS		
1,367.4	40.1	7.87
Lumber and Wood Products—SIC 24		
61.7	38.8	7.92
Furniture and Fixtures—SIC 25		
53.6	38.6	6.24
Stone, Clay, and Glass Products—SIC 32		
57.4	40.2	8.78
Primary Metal Industries—SIC 33		
56.9	41.0	8.73
Fabricated Metal Products—SIC 34		
154.7	40.8	7.63
Machinery, Except Electrical—SIC 35		
235.7	40.7	7.99
Electric & Electronic Eqpmt.—SIC 36		
332.8	39.8	7.13
Transportation Equipment—SIC 37		
276.3	39.9	9.36
Instruments and Related Products—SIC 38		
98.6	40.7	7.34
Miscellaneous Manufacturing Industries—SIC 39		
39.9	38.8	5.68
NONDURABLE GOODS		
633.7	38.5	7.36
Food and Kindred Products—SIC 20		
183.1	39.0	8.00
Textile Mill Products—SIC 22		
14.8	40.4	5.16
Apparel and Other Textile Products—SIC 23		
107.0	36.2	4.83
Paper and Allied Products—SIC 26		
38.7	39.9	8.74
Printing and Publishing—SIC 27		
122.3	37.2	8.86
Chemicals and Allied Products—SIC 28		
64.1	39.8	8.56
Petroleum and Coal Products—SIC 29		
28.0	40.7	11.05
Rubber and Plastics Products, NEC—SIC 30		
64.9	40.1	6.06
Leather and Leather Products—SIC 31		
10.8	38.2	4.73

State Employment Security Agency

For additional labor market information: Employment Development Dept., 7060 Franklin Blvd., Suite 1100, Sacramento 95822
916/322-8883

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Alameda 1, 2, 3 (Oakland)
Alhambra 2 (Burbank)
Anaheim 1, 2, 5 (Orange County)
Antioch 1, 2 (Oakland)
Arcadia 1 (Burbank)
Azusa 1, 2 (Ontario)
Bakersfield 1, 2, 29
Baldwin Park 2 (Ontario)
Bell 1, 2, 5 (Los Angeles)
Bell Gardens (Los Angeles)
Bellflower 2 (Long Beach)
Berkeley 1, 2 (Oakland)
Beverly Hills 2 (Los Angeles)
Brea 2 (Orange Cnty)
Buena Park 1, 2 (Orange County)
Burbank 2, 12, 14, 21, 38, 42
Burlingame 2 (San Francisco)
Camarillo 2 (Oxnard)
Campbell 2 (San Jose)

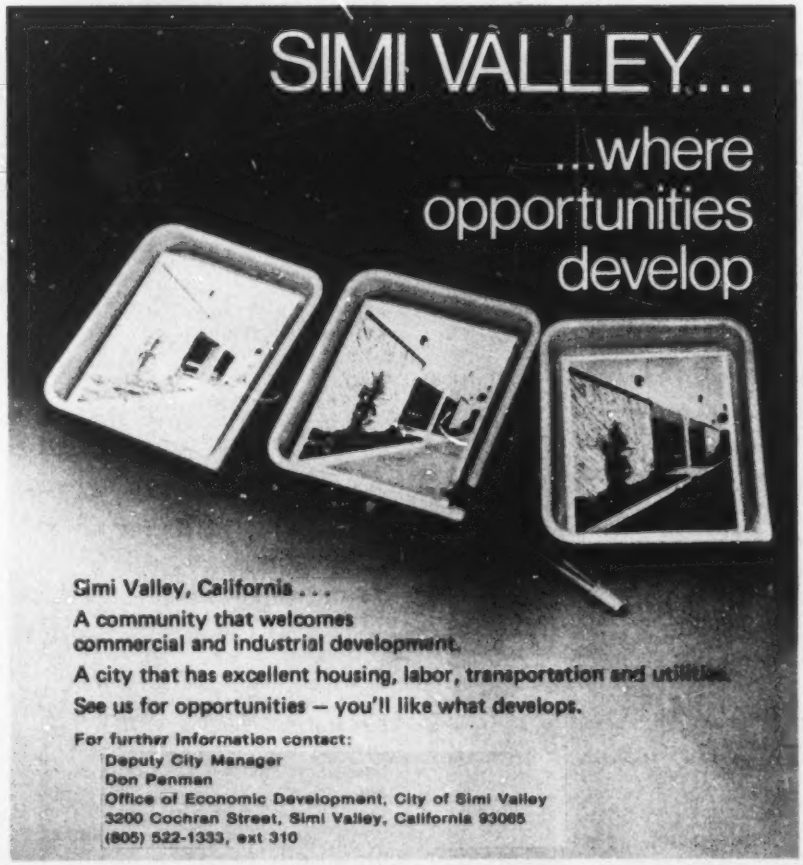
SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Anaheim-Santa Ana-Garden Grove 10/80	Los Angeles-Long Beach 10/80	Fresno 6/81	San Diego 11/80	San Francisco Oakland 3/81	San Jose 3/81	Sacramento 12/80	Oxnard-Simi Valley-Ventura 2/81*
Office, professional & technical								
Clerks, payroll	5.63	6.16	6.05	5.90	7.17	6.37	6.49	6.38
Secretaries	7.53	7.69	7.03	7.08	7.70	7.78	7.21	7.76
Stenographers	7.44	7.53	NA	6.98	8.90	NA	6.89(a)	6.55
Switchbd opr-receptionists	4.81	5.21	5.13	4.84	6.05	5.41	5.51	5.23
Drafters V	9.09	8.96	8.21(d)	10.49	11.86	10.51	8.04(d)	9.20
Electronics technicians	8.31	8.79	11.08(a)	7.31	8.78	8.45	9.31	8.33
Computer operators	7.31	7.49	7.22	6.73	7.90	8.50	NA	7.06
Computer programmers (business)	9.94	10.40	NA	10.13	10.58	10.86	9.59(a)	NA
Maintenance & powerplant (men)								
Carpenters	10.15	9.80	NA	9.46(a)	11.19	11.19	9.96(a)	9.68
Electricians	10.47	10.66	9.26	10.01	11.66	11.72	10.67	10.66
Engineers, stationary	NA	10.31	8.94(a)	NA	11.43	NA	11.26	10.18
Machinists	9.99	10.57	10.41	10.28(a)	12.65	10.56(a)	11.75	NA
Mechanics (machinery)	9.21	9.46	8.94	9.60	11.30	10.67	11.14	8.98
Tool & die makers	10.20	10.58	NA	10.45	13.56	12.59(c)	11.52	10.81
Custodial & material movement (men)								
Guards and watchmen	7.63	7.63	5.60	6.58	7.80	7.57(c)	7.81	NA
Janitors, porters & cleaners	5.52	6.14	6.25	5.49	8.37	6.71(c)	7.01	5.48
Laborers, mat'l handling	6.55	5.15	4.63	5.48(a)	8.67	6.67(c)	7.69	NA
Shipping & receiving clerks	6.04	7.21	7.21(a)	6.14	8.36	5.71(c)	9.17(f)	6.94
Truckdrivers	8.97	8.52	9.39	9.99	11.34	11.37	9.04	7.62
Forklift operators	7.43	7.24	7.28	7.91	9.39(f)	8.69	7.69	5.96

*Office & plant workers men & women combined
(a) Manufacturing & nonmanufacturing
(b) Nonmanufacturing
(c) Men & Women
(d) Drafters, no class distinction

Carlsbad 1 (San Diego)
Carson 1, 2, 5 (Long Beach)
Cerritos (Longbeach)
Chico 2, 3 (Sacramento)
Chino 2 (Ontario)
Chula Vista (San Diego)
Claremont 1, 2 (Ontario)
Clovis 2 (Fresno)
Colton 1, 2, 5 (Ontario)
Compton 2 (Los Angeles)
Concord 2 (Oakland)
Corona 1 (Ontario)
Costa Mesa 2 (Orange County)
Covina 2 (Ontario)
Culver City 2 (Los Angeles)
Cupertino (San Jose)
Cypress 2 (Long Beach)
Daly City (San Francisco)
Davis 2 (Sacramento)
Downey 2 (Long Beach)
El Cajon (San Diego)
El Monte 2 (Ontario)
Escondido 1 (San Diego)
Fairfield (Oakland)
Fontana 1, 2 (Ontario)
Fountain Valley (Orange County)
Fremont 3 (Oakland)
Fresno 1, 2, 11, 29, 38, 42, 48
Fullerton 1, 2, 5 (Orange County)
Garden Grove 2 (Long Beach)
Gardena 2 (Los Angeles)
Glendale 2, 5 (Burbank)
Glendora 1 (Ontario)
Hawthorne 1, 2 (Los Angeles)
Hayward 2, 3 (Oakland)
Huntington Beach (Orange County)
Huntington Park 1, 2, 5 (Los Angeles)
Inglewood 1 (Los Angeles)
Irvine 1 (Orange Cnty)
La Habra 2, 5 (Long Beach)


SIMI VALLEY...
...where opportunities develop
Simi Valley, California . . .
A community that welcomes commercial and industrial development.
A city that has excellent housing, labor, transportation and utilities.
See us for opportunities – you'll like what develops.
For further information contact:
Deputy City Manager
Don Penman
Office of Economic Development, City of Simi Valley
3200 Cochran Street, Simi Valley, California 93065
(805) 522-1333, ext 310
Circle 103 on Brochure Service Card

Key county of Southern California

Riverside County

- **51st among America's 3,000 counties in population — 663,923 — 1980 census**
- **27% annual population increase forecast — 842,700 for 1990 — 955,800 in 2000**
- **18 incorporated cities**

BANNING	DESERT HOT SPRINGS	PALM DESERT
BEAUMONT	HEMET	PALM SPRINGS
BLYTHE	INDIAN WELLS	PERRIS
CATHEDRAL CITY	INDIO	RANCHO MIRAGE
COACHELLA	LAKE ELSINORE	RIVERSIDE
CORONA	NORCO	SAN JACINTO

- **20 Unincorporated Communities**
- **18,900 acres of zoned industrial land — all types — available for location**
- **More than 500 manufacturing plants — highly diversified — top labor force**
- **3 railroads — ATSF, SP, UP — mainline & branches — gateway to So. Calif.**
- **2 major airports — Palm Springs Muni, Ontario International (LAX operated)**
- **68 motor carrier and truck lines — intrastate and interstate on time service**

"KEY COUNTY" — America's #2 Super Market — the Southern California Five-County Area — Riverside, San Bernardino, Orange, Los Angeles & Ventura —

COUNTY OF RIVERSIDE
DEPARTMENT OF DEVELOPMENT

AGRICULTURE • INDUSTRY • TOURISM
3470 Twelfth Street -:- P.O. Box 1180
RIVERSIDE, CALIFORNIA 92502
Area Code 714 787-2035

☐ Please send me the key facts.
☐ Mail more information.
☐ Phone me to arrange a personal visit.
Fill in the following or attach your card.
Name _____
Position _____
Company _____
Telephone _____
Address _____
_____
State _____ Zip Code _____

Circle 104 on Brochure Service Card

La Mesa (San Diego)
La Mirada 1, 2 (Long Beach)
La Puente (Burbank)
Lakewood 5 (Long Beach)
Lancaster 2 (Burbank)
Livermore 2, 3 (Oakland)
Lodi 2 (Stockton)
Lompoc 2 (Santa Maria)
Long Beach 1, 2, 5, 38, 55
Los Altos (San Jose)
Los Gatos (San Jose)
Los Angeles 1, 2, 5, 6 to 52 incl.
Lynwood 2 (Los Angeles)
Manhattan Beach 1 (Los Angeles)
Menlo Park 2 (San Jose)
Merced 1, 2 (Fresno)
Milpitas 2, 3 (San Jose)
Modesto 2, 3, 39
Monrovia 1 (Burbank)
Montebello 1, 5 (Los Angeles)
Monterey 11, 29, 48
Monterey Park 2 (Burbank)
Mountain View 2 (San Jose)
Napa 2 (Oakland)
National City 1, 8 (San Diego)
Newark 2 (Oakland)
Newport Beach (Orange County)
Norwalk 2 (Long Beach)
Novato 2 (San Francisco)
Oakland 1, 2, 3, 11, 27, 38, 42, 48, 51, 52
Oceanside 1 (San Diego)
Ontario 1, 2, 5, 11, 12, 13, 21, 29, 38, 42, 48, 51
Orange 1, 2, 11, 27, 29, 38, 42, 51 through (Orange County)
Oxnard 2, 29
Pacifica (San Francisco)
Palm Springs 2, 12, 13, 42, 47
Palo Alto 2 (San Jose)
Paramount 2, 5 (Long Beach)
Pasadena 1, 2 (Burbank)
Petaluma 2 (San Francisco)
Pittsburg 1, 2, 3 (Oakland)
Placentia 1 (Orange County)
Pleasant Hill (Oakland)
Pleasanton 2, 3 (Oakland)
Pico Rivera 1, 2, 5 (Los Angeles)
Pomona 1, 2, 5 (Ontario)
Rancho Palos Verde (Los Angeles)
Redding 2, 27, 42
Redlands 1, 2, 38 (Ontario)
Redondo Beach 1 (Los Angeles)
Redwood City 2 (San Francisco)
Rialto 1, 2 (Ontario)
Richmond 1, 2 (Oakland)
Riverside 1, 2, 5 (Ontario)
Rosemead 2 (Burbank)
Sacramento 2, 3, 11, 13, 27, 38, 42, 48, 51
Salinas 2 (Monterey)
San Bernardino 1, 2, 5 (Ontario)
San Bruno 2 (San Francisco)
San Clemente 1 (Orange Cnty)
San Diego 1, 13, 20, 21, 23, 29, 38, 39, 42, 47, 48, 51
San Francisco 1, 2, 3, 8, 11, 12, 13, 14, 16, 17, 18, 19, 21, 22, 23, 24, 27, 29, 30, 35 to 42 incl., 44, 47, 48, 51, 52, 53
San Gabriel 2 (Burbank)
San Jose 2, 3, 11, 13, 21, 38, 42, 47, 48, 51
San Leandro 2, 3 (Oakland)
San Luis Obispo 2, 54
San Mateo 2 (San Francisco)
San Rafael 2 (Oakland)
Santa Ana 1, 2 (Orange County)
Santa Barbara 2, 29, 48
Santa Clara 2 (San Jose)
Santa Cruz 2 (San Jose)
Santa Maria 29
Santa Monica 2 (Los Angeles)
Santa Rosa 2 (San Francisco)
Saratoga (San Jose)
Seaside 2 (Monterey)
Seal Beach 2 (Long Beach)
Simi Valley 2 (Oxnard)
South Gate 2, 5 (Los Angeles)
South San Francisco 2 (San Francisco)
Stockton 1, 2, 3, 14, 27
Sunnyvale 2 (San Jose)
Temple City 2 (Burbank)
Thousand Oaks (Oxnard)
Torrance 1, 2 (Los Angeles)
Turlock 2, 3 (Modesto)
Tustin 1 (Orange County)
Union City 2, 3 (Oakland)
Upland 1, 2, 5 (Ontario)
Vacaville 2, 3 (Sacramento)
Vallejo 2 (Oakland)
Ventura 2 (Oxnard)
Visalia 1, 2 (Fresno)
Vista 1 (San Diego)
Walnut Creek (Oakland)
West Covina 2 (Ontario)
Westminster 2 (Long Beach)
Whittier 2, 5 (Long Beach)
Woodland 2, 3 (Sacramento)
Yorba Linda (Orange County)

Railroads

1. Santa Fe Railway
2. Southern Pacific Lines
3. Western Pacific
5. Union Pacific

Airlines

6. Aerolineas Argentinas
7. Aeromexico
8. Air Canada
9. Air France
10. Air New Zealand
11. Aircal
12. Alaska Arlns.
13. American
14. Aspen Airways
15. Avianca
16. Braniff
17. British Airways
18. Capitol Intl.
19. China Airlines
20. Cochesi
21. Continental
22. CP Air
23. Delta
24. Eastern
25. Ecuatoriana
26. Finnair
27. Frontier
28. Golden Gate
29. Golden West
30. Japan
31. KLM
32. Korean
33. Lacsa
34. Laker Airways
35. Lufthansa
36. Mexicana
37. Northwest
38. Pacific Southwest
39. Pan Am
40. Phillippine
41. Quantas
42. Republic
43. SAS
44. Singapore Airlines
45. Texas Intl.
46. Transamerica
47. TWA
48. United

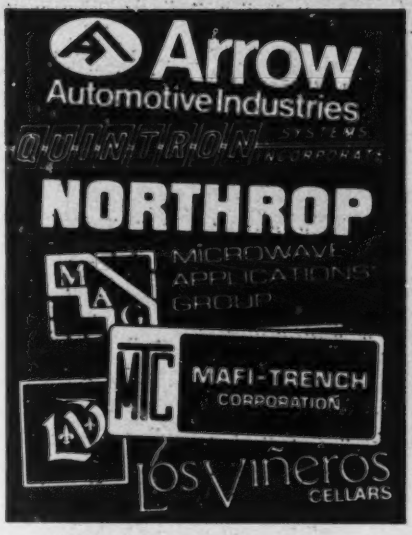
49. UTA
50. Varig
51. Western
52. World Airways
53. CAAC
54. Imperial
55. Jet America Arlns.

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Alameda — 1e, 2g
Alhambra — 3e, 4g
Anaheim — 3e, 18e, 4g
Antioch — 2eg
Arcadia — 3e, 4g
Azusa — 3e, 16e, 4g
Bakersfield — 2eg
Baldwin Park — 3e, 4g
Bell Gardens — 3e, 4g
Bellflower — 3e, 4g
Berkeley — 2eg
Beverly Hills — 3e, 4g
Brea — 3e
Buena Park — 3e, 4g
Burbank — 6e, 4g
Burlingame — 2eg
Camarillo — 3e
Carlsbad — 7e
Cerritos — 3e
Chico — 2eg
Chino — 3e
Carson — 3e, 4g
Chula Vista — 7eg
Claremont — 3e
Clovis — 2eg
Colton — 3eg, 21e
Compton — 3e, 4g
Concord — 2eg
Corona — 3e, 4g
Costa Mesa — 3e, 4g
Covina — 3e, 4g
Culver City — 3e, 4g
Cupertino — 2eg
Cypress — 3e, 4g
Daly City — 2eg
Davis — 2eg
Downey — 3e, 4g
El Cajon — 7eg
El Monte — 3e, 4g
Escondido — 7eg
Fairfield — 2eg
Fontana — 3e
Fountain Valley — 3e, 4g
Fremont — 2eg
Fresno — 2eg
Fullerton — 3e, 4g
Garden Grove — 3e, 4g
Gardena — 3e, 4g
Glendale — 8e, 4g
Glendora — 3e, 4g
Hawthorne — 3e, 4g
Hayward — 2eg
Huntington Beach — 3e, 4g
Huntington Park — 3e, 4g
Inglewood — 3e, 4g
La Habra — 3e, 4g
La Mesa — 7eg, 4g
La Mirada — 3e, 4g
La Puente — 3e, 4g
Lakewood — 3e, 4g
Lancaster — 3e, 4g
Livermore — 2eg
Lodi — 19e, 2g
Lompoc — 20e, 4g
Long Beach — 3e, 9g
Los Altos — 2eg
Los Gatos — 2eg
Los Angeles — 10e, 4g
Lynwood — 3e, 4g
Manhattan Beach — 3e, 4g
Menlo Park — 2eg
Merced — 2eg
Milpitas — 2eg
Modesto — 11e, 2g
Monrovia — 3e, 4g
Montebello — 3e, 4g
Monterey — 2eg
Monterey Park — 3e, 4g
Mountain View — 2eg
Napa — 2eg
National City — 7eg
Newark — 2eg
Newport Beach — 3e, 4g
Norwalk — 3e, 4g
Novato — 2eg
Oakland — 2eg
Oceanside — 7eg
Ontario — 3e, 4g
Orange — 3e, 4g
Oxnard — 3e, 4g
Pacifica — 2eg
Palm Springs — 3e
Palo Alto — 12eg, 2g
Paramount — 3e, 4g
Pasadena — 13e, 4g
Petaluma — 2eg
Pico Rivera — 3e, 4g
Pittsburg — 2eg
Placentia — 3e
Pleasant Hill — 2eg
Pleasanton — 2eg
Pomona — 3e, 4g
Rancho Cucamonga — 3e
Redding — 22e, 2g
Redlands — 3e, 4g
Redondo Beach — 3e, 4g
Redwood City — 2eg
Rialto — 3e, 4g
Richmond — 2eg
Riverside — 3e, 14e, 4g
Rosemead — 3e, 4g
Sacramento — 15e, 2g
Salinas — 2eg
San Bernardino — 3e, 4g
San Bruno — 2eg
San Clemente — 7e
San Diego — 7eg
San Francisco — 2eg
San Gabriel — 3e, 4g
San Jose — 2eg
San Leandro — 2eg
San Luis Obispo — 2e, 4g
San Mateo — 2eg
San Rafael — 2eg
Santa Ana — 3e, 4g
Santa Barbara — 3e, 4g
Santa Clara — 17e, 2g
Santa Cruz — 2eg
Santa Maria — 2e, 4g
Santa Monica — 3e, 4g
Santa Rosa — 2eg
Saratoga — 2eg
Seal Beach — 3e
Seaside — 2eg
Simi Valley — 3e, 4g
South Gate — 3e, 4g
South San Francisco — 2eg
Stockton — 2eg
Sunnyvale — 2eg
Temple City — 3e, 4g
Thousand Oaks — 3e, 4g
Torrance — 3e, 4g
Turlock — 23e, 2g
Tustin — 3e, 4g



Variety Is The Slice Of Life In Santa Maria

That's what these fine industries are finding in Santa Maria, California where a labor market ranging from agriculture to high technology exists. Where industry is welcome and "expedite" becomes the by-word in assisting new plants with permits, paperwork, etc. in getting established. The Santa Maria Valley Developers have set some pretty enviable records in this way and are doing the same thing with the industries represented by the logos shown above.

Industries in other parts of California find a better "slice of life" here than they now have. The smog-free, ocean cooled climate, an energetic work force that loves the area and wants to stay and a cooperative local government that wants industry.

If you haven't found that perfect West Coast site yet, be sure to come out and get a "slice of life" Santa Maria Style. You'll be surprised what we can do for you.

Call or write to Jim Hays, Executive Director.

SANTA MARIA VALLEY DEVELOPERS, INCORPORATED

DEPT. B-S
428E S. BROADWAY
SANTA MARIA,
CALIFORNIA 93454
805-922-7737

Circle 105 on Brochure Service Card

CALIFORNIA

Union City — 2eg
Upland — 3e, 4g
Vacaville — 2eg
Vallejo — 2eg
Ventura — 3e, 4g
Visalia — 3e, 4g
Vista — 7e
Walnut Creek — 2eg
West Covina — 3e, 4g
Westminster — 3e, 4g
Whittier — 3e, 4g
Woodland — 2g

1. Alameda Bureau of Electricity
   2000 Grand St., P.O. Drawer H, Alameda 94501
2. Pacific Gas & Electric Co.
   77 Beale St., San Francisco 94106
3. So. Calif. Edison Co.
   P.O. Box 800, Rosemead 91770
4. So. Calif. Gas Co.
   810 S. Flower St., Los Angeles 90017
6. Burbank Public Service Dept.
   164 W. Magnolia Blvd., Burbank 91503
7. San Diego Gas & Electric Co.
   101 Ash St., San Diego 92101
8. Glendale Public Service Dept.
   119 No. Glendale Ave., Glendale 91206
9. Long Beach Gas Dept.
   2400 E. Spring St., Long Beach 90806
10. Los Angeles Dept. of W. & P.
    111 No. Hope St., Box 111, Los Angeles 90012
11. Modesto Irrigation Dist.
    1231 11th St., Box 4060, Modesto 95352
12. Palo Alto Municipal Utilities
    250 Hamilton Ave., Palo Alto 94301
13. Pasadena Water and Power Dept.
    100 N. Garfield Ave., Pasadena 91109
14. Riverside Pub. Utilities
    3900 Main St., Riverside 92522
15. Sacramento Municipal Utility Dist.
    6201 S. St., Box 15830, Sacramento 95813
16. Azusa Munic. Lt. & Pwr. Dept.
    777 N. Alameda Ave., Azusa 91702
17. Santa Clara Elec. Dept.
    1500 Warburton Ave., Santa Clara 95050
18. Anaheim Public Utilities Dept.
    200 S. Anaheim Blvd., Box 3222, Anaheim 92805
19. Lodi Elec. Dept.
    221 W. Pine St., Lodi 95240
20. Lompoc Electrical Utilities Dept.
    100 Civic Center Pl., Lompoc 93438
21. Colton Electric Utility Dept.
    650 N. La Cadena Dr., Colton 92324
22. Redding Electric Dept.
    760 Parkview Ave., Redding 96001
23. Turlock Irrigation District
    333 E. Canal Dr., Box 949, Turlock 95380

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Antioch	46	73	2627	956
Bakersfield	48	84	2185	2179
Berkeley	49	62	2973	86
Chula Vista	53	67	2162	333
Corona	53	75	1875	1154
Culver City	55	68	1711	620
Escondido	52	73	2077	907
Fresno	45	81	2650	1671
La Mesa	54	71	1835	873
Lodi	45	73	2956	880
Long Beach	54	72	1606	985
Los Angeles	54	68	1819	615
Modesto	45	76	2767	1171
Napa	47	67	2769	374
Newport Beach	54	67	1948	352
Oakland	49	63	2909	128
Oxnard	54	65	2286	264
Palo Alto	47	66	2969	236
Pasadena	54	74	1694	1187
Pomoma	51	74	2166	1109
Redlands	52	77	2052	1459
Redwood City	48	68	2596	392
Riverside	52	76	1919	1324
Sacramento	45	75	2843	1159
Salinas	50	62	2959	74
San Bernardino	52	78	1891	1557
San Diego	55	70	1507	722
San Francisco	48	62	3042	108
San Gabriel	54	74	1618	1175
San Jose	50	68	2416	444
San Mateo	50	65	2655	218
Santa Ana	54	72	1675	972
Santa Barbara	53	67	2110	386
Santa Cruz	49	63	3139	87
Santa Maria	50	62	3053	84
Santa Monica	56	66	1901	452
Santa Rosa	46	67	3065	315
Stockton	45	77	2806	1259
Torrance	54	68	1859	578
Visalia	46	81	2386	1825

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Boron minerals	1,545	366,760
Cement		
Portland	8,797	542,487
Clays	2,558	17,766
Gem stones	NA	200
Gold (recov. cont. of ores, etc.) (troy ozs.)	3,651	2,236
Gypsum	1,644	12,763
Lead (recov. cont. of ores, etc.) (metric tons)	W	W
Lime	554	29,444
Mercury 76-lb flasks)	226	88
Pumice	568	3,159
Sand & gravel	116,426	381,005
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	49	1,017
Stone:		
Crushed	37,250	116,321
Dimension	36	1,967
Talc	96	3,754
Combined value of asbestos, calcium chloride, carbon dioxide, copper, diatomite, feldspar, iron ore, magnesium compounds, molybdenum, peat, perlite, potassium salts, rare-earth concentrates, salt, sodium carbonates and sulphates, tungsten and value indicated by symbol W		408,137
Grand Total California 1980		**...1,887,104**

* = Thousand short tons except as noted
W = Withheld to avoid disclosing individual company confidential data
NA = Not available

Industrial Development Counselors

State Development Agency

Ramirez, Steve M., Dir.
Office of Bus. & Ind. Dev., Dept. of Econ. & Bus. Dev.,
1030 13th St., Suite 200
Sacramento 95814
916/322-5665

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Anaheim
Darbo, R. S., Exec. Dir.
Anaheim Ec. Dev. Corp.
Box 789 92805
714/635-5800

Commerce
Jacks, Phil C., Jr.
Ec. Dev. Dir.
City Hall, 2535 Commerce Way 90040
213/722-7000

Cupertino
Ward, Walter P., C.I.D.
G.M., Vallco Park, Ltd.
Drawer V 95014
408/253-4550

Fremont
Allen, Stan, Exec. V.P.
C. of C.
39737 Paseo Padre Pkwy. 94538
415/657-1355

Hanford
Barnett, D. C., C.I.D.
Exec. Dir., Kings Cty. EDC
Box 360, 93230
209/582-4326

Lompac
Thaw, Russel W., Dir.
Lompoc Valley Econ. Dev. Assn.
107 N.H. St. 93436
805/736-3315

Los Angeles
Clark, Donald E., Dir., Land & ID
Upland Industries Corp.
5480 Ferguson Dr. Suite 203, 90022
213/685-6555
Gescheider, John L., C.I.D.
Exec. Dir., So. Cal. Econ. & Job DC
404 S. Bixel St. 90017
213/629-0667

Newport Beach
Kennedy, William,
Director of Development
Campeau Commerce Center
c/o State College Assoc.
3931 MacArthur Blvd.
Suite #113, 92660
714/955-0224 or
714/887-7051

Oceanside
Ramsey, Benjamin A., C.I.D.,
Exec. Dir.
Oceanside EDF, C. of C.
201 N. Horne, Ste 203
714/722-1294

Orange
Buchner, Jim, C.I.D.
Orange County EDC
403 Bank of America Tower
1 City Blvd., W. 92668
714/634-2642

Truhill, Lucien D., C.I.D.
Pres. & CEO Orange Cty. C. of C.
401 Bank of America Tower
1 City Blvd., W. 92668
714/634-2900

Redding
Covington, Virgil, Gen. Mgr.
Econ. Dev. Cncl. of Shasta Cnty.
1135 Pine St., #104, 96001
916/241-5361

Riverside
Gilbert, Frank, Exec. Dir.
Econ. Dev. Div.
C. of C., 4261 Main St. 92501
714/683-7100
Reinhardt, Fred J., C.I.D.,
Gen. Mgr., Cty. Dept. of Dev.
3470 Twelfth St., Box 1180, 92502
714/787-2035

San Bernardino
Coony, A. Frank, Dir.,
San Bernardino County
175 W. 5th St. 92415
714/383-2913

San Diego
Davis, Richard, Exec. V.P.
Bunchy Construction Co.
4625 Brinell, Box 11075
714/565-7272
Troutman, H. L., VP
AVCO Community Developers
16770 W. Bernardo Dr. 92172
714/277-2132

San Francisco
Hocker, O. L.
Western Pacific Railroad
526 Mission St., 94105
415/982-2100
Kiningham, William J. "Jack,"
Ass't. General Manager
Southern Pacific ID Co.
One Market St. 94105

San Jose
Tucker, James I., Exec. Dir., Econ. Dev.
Chamber of Commerce
1 Paseo de San Antonio, 95113
408/998-7000

San Leandro
Cooper, E. B. "Al", C.I.D., Exec. VP
C. of C., Box 607
262 Davis St. 94577
415/351-1481

San Mateo
Bostwick, Henry, Jr., C.I.D.,
Exec. V.P. & Gen. Mgr.
San Mateo Cty. Dev. Assoc.
4 W. 4th Ave., Suite 501, 94402
415/342-7278

Santa Maria
Hays, James F., C.I.D., Exec. Dir.
Santa Maria Valley Developers, Inc.
428-E S. Broadway 93454
805/922-7737

Santa Rosa
McHale, Robert, Exec. VP
Sonoma Cty. Econ. Dev. Bd.
P.O. Box 558, 95401
707/542-1579

Simi Valley
Penman, Donald P., City. Mgr.
Office of Econ. Dev.
3200 Cochran St., 93065
805/522-1333

Stockton
Elkington, Richard H., Mgr., Ind. Dev.
Gr. Stockton C. of C.
1105 N. El Dorado St. 95202
209/466-7066

Lange, Sylvin R., C.I.D., Exec. Dir.
San Joaquin Cty., Econ. Dev. Assoc.
709 N. Center St., Ste. 2a 95202
209/465-5931

Torrance
Owens, J. Walker, Exec. V.P.
Area C. of C.
3400 Torrance Blvd., 90503
213/540-5858

CIRCLE NO.
132 **STATE OF CALIFORNIA** — *California — The Future.* Factors concerning labor, industrial financing, energy, taxes, transportation and water.

HAWAII

State Information

Financial assistance to industry:
Bonds for pollution control
Aid for job training

Tax rates:

Corporate income tax	5.85-6.43%
Personal income tax	2.25-11%
General Excise (gross income business) tax	4%
Gasoline tax	$.085/gal.

Advanced education facilities:

Four-year colleges and universities	5
Two-year or junior colleges	8
Vocational and business schools	6

Medical Facilities: (Hawaii Business Directory)

Hospitals	32
Clinics	37

Labor Analysis:
High School graduates 14,013 (1979-80)
Mfgr. workers in Unions 35.8%
(1978 total union & association membership as a percent of non-agricultural employment)
Source: **Hawaii Department of Planning and Economic Development**

State Employment Security Agency

For additional labor market information: Dept. of Labor & Industrial Relations, PO Box 3680, Honolulu 96811
808/548-6468

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
HAWAII	769.9	965.0
Ewa	132.3	190.0
Hilo	28.4	37.0
Honolulu	324.9	365.0
Koolaupoko	92.2	109.4
Wahiawa	37.3	41.6
Waianae	24.1	32.8

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Honolulu	630.5	762.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
HAWAII		
21.7	39.3	7.80
Honolulu		
15.8	38.5	7.84

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Honolulu		
319.4	16.6	5.2

*Preliminary figures

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
404.2	....	....
MANUFACTURING		
23.5	37.8	6.83
DURABLE GOODS		
4.3	....	....
Stone, Clay and Glass Products—SIC 32		
1.6	....	....

NONDURABLE GOODS

19.2	. . . .	. . . .

Food and Kindred Products—SIC 20

11.8	37.7	6.32

Printing and Publishing—SIC 27

3.0	35.6	9.27

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Ewa (Honolulu)
Hilo 1, 2, 6, 8, 21
Honolulu 1 thru 23 incl.
Koolaupoko
Wahiawa (Honolulu)
Waianae (Honolulu)

Airlines

1. Continental
2. Hawaiian
3. Northwest
4. Pan American
5. Quantas
6. United
7. Western
8. Aloha
9. Philippine
10. Japan Airlines
11. Korean Airlines
12. Singapore Arlns.
13. Air New Zealand
14. Air Niugini
15. Air Tungara
16. American
17. Braniff
18. China Airlines
19. CP Air
20. Mid Pacific Arlns.
21. Royal Hawaiian
22. South Pacific Arwy.
23. World Airways

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Ewa
Hilo — 1e, 2g
Honolulu — 1e, 2g
Koolaupoko — 2g
Wahiawa — 2g
Waianae — 2g

1. Hawaiian Elec. Co., Inc.
   900 Richards St., Honolulu 96813
2. Gasco, Inc. (sub. of Pacific Resources Inc.)
   P.O. Box 3379, Honolulu 96842

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Hilo	71	75	0	3066
Honolulu	72	80	0	4221
Kailua	68	73	17	2089
Kaneohe	71	77	0	3299

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	358	23,722
Masonry	13	960
Pumice	314	1,200
Sand & gravel	1,035	2,855
Stone:		
Crushed	6,341	30,634
Dimension	W	11
Combined value of other nonmetals		294
Grant Total Hawaii 1980		**59,676**

* = Thousand short tons
W = Withheld

Industrial Development Counselors

State Development Agency

Kono, Hideto, Dir.
Dept. of Plng. & Econ. Dev.
P.O. Box 2359
Honolulu 96804
808/548-4620

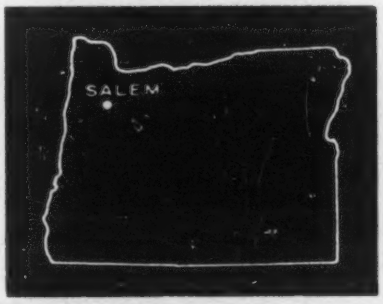
Motor Carriers

Findeisen, Paul, Pres.
Hawaii Trucking Assn., Inc.
P.O. Box 30166, 911 Middle St.
Honolulu 96820
808/847-5929

Circle adjacent number on ACTION CARD for Hawaii Free Literature

CIRCLE NO.

136 **STATE OF HAWAII** — *All About Business in Hawaii.* 65 page booklet to help you explore the why, what and where of an Island State. The economy, cost of living, real estate, taxes, government, people, the market and more.



OREGON

State Information

Financial assistance to industry:
Tax incentives

Tax rates:
Corporation excise tax .....7.5% of net income
Personal income tax 4-10%
Personal property tax .. varies locally
Franchise and incorporation tax .....$20-$400

Advanced education facilities:
Four-year colleges and universities 30
Two-year or junior colleges 13
Vocational and business schools . 80
Source: **Oregon Department of Economic Development**

Population

Cities over 25,000

	Census 1970	Census 1980
	—Thousands—	
OREGON	2,091.5	2,632.7
Albany	18.2	26.5
Beaverton	18.6	30.6
Corvallis	35.1	41.0
Eugene	79.0	105.6
Gresham	10.0	33.0
Hillsboro	14.7	27.7
Medford	29.0	39.6
Portland	380.0	366.4
Salem	68.7	89.2
Springfield	26.9	41.6

NA = Not Available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Eugene — Springfield	215.4	275.2
Medford	94.5	132.5
Portland, Oreg. — Wash.	1,007.1	1,242.2
Salem	186.7	249.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
OREGON		
203.9	37.5	9.62
Eugene — Springfield		
18.4	37.4	10.03
Portland		
109.4	38.7	9.79
Salem		
15.9	35.2	8.33

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Eugene—Springfield		
141.3	16.5	11.7
Portland		
643.8	50.1	7.8
Salem		
125.2	9.1	7.3

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Portland, Ore.-Wash. 6/81
Office, professional & technical	
Clerks, payroll	6.80
Secretaries	7.16
Switchbd-opr-receptionists	5.44
Drafters V	9.76
Electronics tech	*9.97

Computer operators	6.94
Computer programmer (business)	8.15
Maintenance & powerplant (men)	
Carpenters	11.69
Electricians	12.21
Engineers, stationary	(a)11.13
Machinists	12.15
Mechanics (machinery)	11.64
Tool & die makers	(c)12.14
Custodial & material movement (men)	
Guards & watchmen	*7.34
Janitors, porters & cleaners	(c)6.83
Laborers, mat'l handling	9.36
Shipping & receiving clerks	10.31
Truckdrivers	10.49
Forklift operators	9.62

*Computed from available statistics

State Employment Security Agency

For additional labor market information:
Employment Division, 875 N.E. Union St., Salem 97310
503/378-3220

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,041.0	. . . .	. . . .
MANUFACTURING		
214.2	38.1	8.65
DURABLE GOODS		
159.0	38.3	8.83
Lumber and Wood Products—SIC 24		
69.2	38.4	9.31
Furniture and Fixtures—SIC 25		
2.6	31.2	6.33
Stone, Clay, and Glass Products—SIC 32		
4.4	. . . .	. . . .
Primary Metal Industries—SIC 33		
11.0	39.8	10.24
Fabricated Metal Products—SIC 34		
12.6	37.5	8.26
Machinery, Except Electrical—SIC 35		
17.8	37.4	8.93
Electric & Electronic Eqpmt.—SIC 36		
9.6	. . . .	. . . .
Transportation Equipment—SIC 37		
10.3	. . . .	. . . .
Instruments and Related Products—SIC 38		
19.3	. . . .	. . . .
Misc. Manufacturing Industries—SIC 39		
2.2	. . . .	. . . .
NONDURABLE GOODS		
55.2	37.3	8.07
Food and Kindred Products—SIC 20		
23.9	36.3	7.25
Textile Mill Products—SIC 22		
2.0	35.6	4.80
Apparel and Other Textile Products—SIC 23		
3.3	33.6	4.77
Paper and Allied Products—SIC 26		
10.4	41.3	10.43
Printing and Publishing—SIC 27		
9.9	35.6	8.88
Chemical and Allied Products—SIC 28		
2.3	. . . .	. . . .
Petroleum and Coal Products—SIC 29		
0.7	. . . .	. . . .
Rubber and Plastics Products, NEC—SIC 30		
2.4	. . . .	. . . .
Leather and Leather Products—SIC 31		
0.3	. . . .	. . . .

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Albany 1, 3 (Eugene)
Beaverton 1, 3 (Portland)
Corvallis 1 (Eugene)
Eugene 1, 3, 8, 9, 11
Gresham (Portland)
Hillsboro 1, 3 (Portland)
Medford 1, 8
Portland 1 to 4 incl., 8, 9, 10, 12, to 21 incl.
Salem 1, 3 (Portland)
Springfield 1 (Eugene)

Railroads

1. Southern Pacific Lines
3. Burlington Northern
4. Union Pacific

Airlines

8. United
9. Republic
10. Eastern
11. Frontier
12. Northwest
13. Continental
14. Alaska Airlines
15. Western
16. Braniff
17. Air Cal
18. Cascade Airways
19. Delta
20. American
21. Wien Air

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Albany — 3e, 2g
Beaverton — 4e, 2g
Corvallis — 3e, 2g
Eugene — 1e, 2g
Gresham — 4e, 2g
Hillsboro —4e, 2g
Medford — 3e, 5g
Portland — 3e, 4e, 2g
Salem — 4e, 2g
Springfield — 6e, 2g

1. Eugene Water and Elec. Bd.
   500 E. Fourth Ave., Eugene 97440
2. Northwest Natural Gas Co.
   200 S.W. Market St., Suite 1900, Portland 97201
3. Pacific Power and Light Co
   920 S.W. 6th Ave., Portland 97204
4. Portland General Electric Co.
   121 S.W. Salmon St., Portland 97204
6. Springfield Utility Board
   250 North "A" St., Box 300, Springfield 97477

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	172	321
Gem stones	NA	450
Gold (recov. cont. of ores, etc.) (troy oz.)	187	115
Nickel (cont. of ores & concentrates) (short tons)	14,653	W
Pumice	1,090	2,734
Sand & gravel	16,005	47,300
Silver (recov. cont. of ores, etc.) (thou. troy oz.)	1	17
Stone (crushed)	18,380	48,190
Stone (dimension)	15	231
Combined values of cement (portland & masonry), diatomite, lime, talc, and values indicated by symbol W		50,364
Grant Total Oregon 1980		**149,722**

* = Thousand short tons except as noted
W = Withheld to avoid disclosing individual company confidential data
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Corvallis	39	66	4854	231
Eugene	39	67	4739	239
Medford	37	72	4930	562
Portland	38	67	4792	300
Salem	39	67	4852	232

Environment Controls

Air & Water Pollution

Dept. of Environmental Quality, 522 SW 5th, Portland 97204. (503) 229-5696

Industrial Development Counselors

State Development Agency

Groupe, John N., Director
Dept. of Economic Development
155 Cottage St. N.E.
Salem, OR 97310
503/373-1200

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

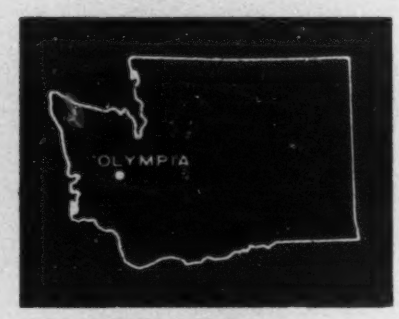
Utilities, Banks, Areas & Others

Portland
Bennett, Floyd, V.P. of ID
First Nat'l Bank of OR
Box 3131, 97208
503/225-2200
Growney, Louis P., C.I.D, ID Dir.
Pacific Power & Light Co.
Public Service Bldg 97204
503/243-4698
Mellis, Alan R., C.I.D
Ec. Dev. & Research Consultant
Portland General Electric Co.
121 SW Salmon 97204
503/226-8480

Circle adjacent number on ACTION CARD for Oregon Free Literature

CIRCLE NO.

153 **STATE OF OREGON** — Over 30 publications with extensive information on all aspects of doing business in Oregon. Circle for preliminary package and detailed list of publications available from the Oregon Economic Development Dept.



WASHINGTON

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Aid for job training
- Economic Assistance Authority

Tax rates:

Personal property tax	1%
Sales Tax	4.5% + local .5%-.9%
Inventory tax	being phased out
Equipment and machinery tax	1% true value
Franchise and incorp. tax	maximum $6,250
Gasoline tax	$.135 per gal.

Advanced education facilities:

Four-year colleges and universities	19
Two-year or junior colleges	27
Vocational and business training schools	5

Medical Facilities:

Hospitals	130
Clinics	NA

Labor Analysis:

High School grads	50,402

Source: **Washington State Department of Commerce and Economic Development**

Population

Cities over 25,000

	Census 1970 —Thousands—	Census 1980
WASHINGTON	3,413.2	4,130.2
Auburn	21.7	26.4
Bellevue	61.2	73.9
Bellingham	39.4	45.8
Bremerton	35.3	36.2
Edmonds	23.7	27.5
Everett	53.6	54.4
Kennewick	15.2	34.4
Longview	28.4	31.1
Olympia	23.3	27.4
Renton	25.9	30.6
Richland	26.3	33.6
Seattle	530.8	493.8
Spokane	170.5	171.3
Tacoma	154.4	158.5
Vancouver	41.9	42.8
Walla Walla	23.6	25.6
Yakima	45.6	49.8

NA = Not Available

Environment Controls

Air & Water Pollution

Dept. of Ecology, Olympia 98504
206/459-6000

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970 —Thousands—	Census 1980
Bellingham	81.9	106.7
Bremerton	101.7	146.6
Olympia	76.9	124.3
Portland, Oreg. — Wash.	1,007.1	1,242.2
Richland — Kennewick — Pasco	93.4	144.5
Seattle — Everett	1,424.6	1,606.8
Spokane	287.5	341.8
Tacoma	412.3	485.6
Yakima	145.2	172.5

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—October 1981**

Employment Thousands	Weekly Hours	Hourly Earnings $
WASHINGTON		
300.4	38.9	10.83
Seattle — Everett		
167.0	39.2	11.24
Spokane		
16.8	37.2	10.08
Tacoma		
22.1	38.7	10.83

***Preliminary figures**

Unemployment

Major Market Areas—10/81*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
Seattle—Everett		
836.6	66.9	8.0
Spokane		
145.3	13.5	9.3
Tacoma		
171.4	16.4	9.6

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Seattle Everett 12/80
Office, professional & technical	
Clerks, payroll	6.63
Secretaries	*8.54
Stenographers	7.38
Switchbd opr-recep'ts	5.43
Drafters (Class A)	9.44
Electronics technicians	NA
Computer operators	7.08
Computer programmer (business)	8.95
Maintenance & powerplant (men)	
Carpenters	NA
Electricians	NA
Engineers, stationary	10.79
Machinists	11.56
Mechanics (machinery)	11.48
Custodial & material movement (men)	
Guards & watchmen	8.07
Janitors, porters & cleaners	*8.62
Shipping & rec. clerks	NA
Truckdrivers	10.78
Forklift operators	9.31

*Computed from available statistics

State Employment Security Agency

For additional labor market information: Employment Security Dept., 212 Maple Park, Olympia 98504
206/753-5243

Industrial Mix—1980

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
1,606.5	. . . .	. . . .
MANUFACTURING		
308.3	38.3	9.24
DURABLE GOODS		
220.9	38.8	9.55
Lumber and Wood Products—SIC 24		
46.8	37.6	9.50
Furniture and Fixtures—SIC 25		
3.4	36.1	5.22
Stone, Clay, and Glass Products—SIC 32		
6.9	38.1	10.12
Primary Metal Industries—SIC 33		
NA	40.4	10.57
Fabricated Metal Products—SIC 34		
11.1	38.7	9.39
Machinery, Except Electrical—SIC 35		
15.2	37.8	8.52
Electric & Electronic Eqpmt.—SIC 36		
11.1	38.0	6.45
Transportation Equipment—SIC 37		
98.1	40.3	10.34
NONDURABLE GOODS		
87.5	37.2	8.52
Food and Kindred Products—SIC 20		
31.8	36.6	7.77
Apparel and Other Textile Products—SIC 23		
6.6	34.0	4.65
Paper and Allied Products—SIC 26		
17.6	39.4	10.94
Printing and Publishing—SIC 27		
15.9	36.2	9.35
Chemicals and Allied Products—SIC 28		
8.7	4.14	9.00
Petroleum and Coal Products—SIC 29		
2.1	36.5	10.22

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Auburn 2, 3 (Seattle)
Bellevue 3 (Seattle-Tacoma)
Bellingham 3, 35
Bremerton 3 (Seattle-Tacoma)
Edmonds 3 (Seattle)

Everett 3 (Seattle-Tacoma)
Kennewick 2, 3 (23, 25, 36 through Pasco)
Longview 2, 3 (Portland, Oreg.)
Olympia 2, 3, 37
Renton 3 (Seattle-Tacoma)
Richland 2, 3, 25
Seattle 1, 2, 3, 12 to 36 incl.
Spokane 2, 3, 15, 22, 23, 25, 27, 37
Tacoma 2, 3 (Seattle)
Vancouver 2, 3 (Portland, Oreg.)
Walla Walla 2, 3, 25
Yakima 2, 3, 23, 25, 36, 37

Railroads

1. Milwaukee Road
2. Union Pacific
3. Burlington Northern

Airlines

12. Aircal
13. American
14. Alaska Airlines
15. Northwest
16. Eastern
17. Pan American
18. Pacific Western
19. Western
20. Braniff
21. Continental
22. United
23. Republic
24. SAS
25. Cascade Airways
26. Delta
27. Frontier
28. Reeve Aleutian
29. TWA
30. Wien Air
31. British Airways
32. Finnair
33. Mexicana
34. Thai Airways Intl.
35. Harbor Arlns.
36. Horizon Arlns.
37. Air Olympia

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e"=electric "g"=gas

Auburn — 1e, 4g, 13g
Bellevue — 1e, 4g
Bellingham — 1e, 2g
Bremerton — 1e, 2g
Edmonds — 3e
Everett — 3e, 4g
Kennewick — 11e, 2g
Longview — 12e, 2g
Olympia — 1e, 4g
Renton — 1e, 4g
Richland — 14e, 2g
Seattle — 5e, 4g
Spokane — 6eg
Tacoma — 7e, 4g
Vancouver — 8e, 9g
Walla Walla — 10e, 2g
Yakima — 10e, 2g

1. Puget Sound Power and Light Co.
   Puget Power Bldg., Bellevue 98009
2. Cascade Nat. Gas. Corp.
   222 Fairview Ave. N., Seattle 98109
3. P.U.D. No. 1, Snohomish County
   Box 1107, Everett 98206
4. Washington Nat. Gas. Co.
   815 Mercer St., Seattle 98111
5. Seattle City Light
   1015 Third Ave., Seattle 98104
6. Washington Water Pwr. Co.
   E. 1411 Mission Ave., Box 3727, Spokane 99220
7. Tacoma Pub. Utilities, Light Div.
   Box 11007, Tacoma 98411
8. P.U.D. No. 1, Clark County
   Box 1626, Vancouver 98668
9. Northwest Nat. Gas Co.
   200 S.W. Market St., Suite 1900, Portland, Ore. 97201
10. Pacific Power and Light Co.
    920 S.W. 6th Ave., Portland, Ore. 97204
11. P.U.D. No. 1, Benton County
    Box 6270, Kennewick 99336
12. P.U.D. No. 1, Cowlitz County
    960 Commerce Ave., Longview 98632
13. Enumclaw Gas Dept.
    1339 Griffin Ave., Enumclaw 98022
14. Richland Energy Services Dept.
    P.O. Box 190, Richland 99352

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,546	89,208
Clays (exc. fire clay)	301	1,571
Gem stones	NA	150
Pumice	23	W
Sand & gravel (exc. ind.)	19,019	46,731
Stone:		
Crushed	11,062	29,024
Dimension	6	248
Combined value of cement (masonry), clays (fire clay), diatomite, gypsum, lime, olivine, gold, lead, peat, sand & gravel (ind), silver, and values indicated by symbol W		40,430
Grant Total Washington 1980....		**207,362**

* = Thousand short tons except as noted
W = Withheld to avoid disclosing individual company confidential data
NA = Not available

Climate

Mean Temperature & Annual Degree Day Normals—1941-70

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Bellingham	37	62	5738	44
Everett	38	63	5347	49
Longview	38	64	5064	135
Seattle	41	66	4487	199
Spokane	25	70	6835	388
Tacoma	40	65	4835	138
Vancouver	38	67	4667	289
Yakima	28	71	6009	479

Industrial Development Counselors

State Development Agency

Schrock, Richard T., Director
Washigton State Dept. of Commerce and Eco. Dev., General Admin. Bldg.
Olympia 98504
206/753-5630

Railroad, Motor & Water Carriers

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Seattle
Fleming, Geo. T., Ec. Dev. Mgr.
Pacific NW Bell Telephone Co.
1600 Bell Plaza, Rm. 1804, 98191
206/345-5210
Givens, Denney, C.I.D, Dir.
Ec. Dev. Ccl. of Puget Sound
1218 3rd Ave. Rm. 1900
206/622-2730
Lansing, Glenn V., Sr. Dir.
Operations & Fac., Port of Seattle
Box 1209, 98111
206/587-4845

Spokane
Aherns, Richard G., A.D. Admin.
Washington Water Power Co.
Box 3727 99220
509/489-0500 Ext. 2255
Baler, Joe E., Ind. Park Mgr.
Spokane Int'l Airport
P.O. Box 19186, 99219
509/624-5203
Crocker, Charles J., C.I.D, VP & GM
Spokane Ind. Park, Inc.
N. 3808 Sullivan Rd. 99216
509/924-1720
Edmunds, Alan, Gen. Mgr.
Area Dev. Council
Box 2147, W. 1020 Riverside 99210
509/624-9285

Circle adjacent number on ACTION CARD for Washington Free Literature

CIRCLE NO.

160 **STATE OF WASHINGTON** — *Operating a Business in Washington State,* literature provides information on licensing & regulation requirements, financial requirements, financial management & technical assistance available.

U.S. TERRITORY

PUERTO RICO

State Information

Financial assistance to industry:
Manufacturers can negotiate for incentives involving employee training, transportation and installation of equipment & machinery and rental costs. Incentives are based on industry & location requirements.
Industrial parks and standard build-

ings are constructed in advance of demand and facilities are built to specifications under turn-key contracts. Standard rentals are $1.25 to $2.50 per square ft.

Tax Rates:

P.R. has a unique status under U.S. tax codes. Qualifying companies receive a 100% credit against federal taxes on corporate income, even after these funds are repatriated.

State tax incentives on corporate income and real estate personal property begin at 90% exemption and scale downward at five-year intervals for up to 25 years, depending upon the location. Municipal taxes and fees are 100% eliminated for this period.

Advanced education facilities:

Universities 6
Regional (community) colleges 11
Vocational schools 14
Technical Institutes 4
Advanced Program Electronic Schools 2
(Public & private fund support for masters degrees given to industrial students)

Source: **Economic Development Administration of Puerto Rico**

Population

Municipalities of Puerto Rico

	Census 1970	Census 1980
Puerto Rico	2,712,033	3,196,520
Aguada	25,658	31,567
Aguadilla	51,355	54,606
Arecibo	73,468	86,766
Bayamón	156,192	196,206
Caguas	95,661	117,959
Canovanas	NA	31,880
Carolina	107,643	165,954
Cataño	26,459	26,243
Cayey	38,432	41,099
Cidra	23,892	28,365
Coamo	26,468	30,822
Corozal	24,545	28,221
Dorado	17,388	25,511
Fajardo	23,032	32,087
Guaynabo	67,042	80,742
Guayama	36,249	40,183
Humacao	36,023	46,134
Juana Diaz	36,270	43,505
Juncos	21,814	25,397
Lares	25,263	26,743
Mayaguez	85,857	96,193
Manati	30,559	36,562
Moca	22,361	29,185
Ponce	158,981	189,046
Rio Grande	22,032	34,283
Salinas	21,837	26,438
San German	27,990	32,922
San Juan	463,242	434,849
San Lorenzo	27,755	32,428
San Sebastian	30,157	35,690
Toa Alta	18,964	31,910
Toa Baja	46,384	78,246
Trujillo Alto	30,669	51,389
Utuado	35,494	34,505
Vega Atta	22,810	28,696
Vega Baja	35,327	47,115
Yabucoa	30,165	31,425
Yauco	35,103	37,742

Standard Metropolitan Statistical Areas—SMSA's

	Census 1970	Census 1980
	—Thousands—	
Arecibo	115.3	140.6
Caguas*	141.7	173.9
Mayaguez*	116.1	132.8
Ponce*	214.0	252.4
San Juan*	936.7	1,083.7

*Preliminary figures. Final figures not available at press time.

Labor

EMPLOYMENT & EARNINGS

Unemployment

	Unemployment Per Cent
Total of workforce unemployed	17.5

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Puerto Rico 12/81*
Office, professional & technical	
Clerks, file	4.19
Secretaries	5.55
Stenographers, general	5.03
Switchbd operators	4.19
Drafters	5.31
Electronics technician	7.25
Computer operators	5.29
Computer programmer	NA
Maintenance & powerplant (men)	
Carpenters	5.75
Electricians	6.39
Engineers, stat'ry	7.27
Machinists	7.13
Mechanics (machinery)	6.32
Tool & die makers	6.92
Custodial & materials movement (men & women)	
Guards and watchmen	3.54
Janitors, porters & cleaners	3.70
Laborers, mat'l hdlg	4.62
Shipping packers	3.74
Truckdrivers	4.80
Forklift operators	4.87

*Office & plant workers combined

Transportation

Roberto Lugo D'Acosta, Exec. Dir.
Puerto Rico Maritime Shipping Authority
Banco de Ponce Bldg., Suite 901
Hato Rey, PR 00918
P.O. Box 71105
San Juan, 00936
809/751-6565
(the above provides regular round trip sailing between San Juan & major main land, gulf, S. Atlantic & E. Coast ports.

Domestic Airlines

American Delta
Eastern
Airlift Int'l
Flying Tiger
Capital Airlines

Port Authority

Wilson M. Loubriel, Exec. Dir.
Isla Grande Airport
Santurce
G.P.O. Box 2829
San Juan, PR, 00936
809/723-0698

Utilities

Alberto Bruno-Vega, Exec. Dir.
PR Electric Power Authority
G.P.O. Box 4267
San Juan, 00936
809/723-0528

Libertario Aviles, Gen. Administrator
Communications Authority
1314 Ponce de Leon Ave.
P.O. Box 11248
Santurce, 00910
809/725-7525

Enrique Jiminez, Exec. Dir. & Pres.
PR Telephone Authority
1500 Roosevelt Ave.
GPO Box 70104
San Juan, 00936
809/782-8282

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	1,482	102,872
Clays	291	677
Lime	27	4,131
Sand & gravel	NA	NA
Stone (crushed)	23,917	101,908
Stone (dimension)	129	2,271
Grand Total Puerto Rico 1980		**...211,859**

* = Thousand short tons except as noted
NA = Not available

Climate

Year round average temperature .....77°

Industrial Development Counselors

State Development Agency

Madera, Jose R., Administrator
Econ. Dev. Admin.
G.P.O. 2350
San Juan, 00936
809/767-4747

— also —

Marquez, Carlos, Deputy Admin.
for Continental Operations
Economic Dev. Administration
1290 Avenue of Americas
N.Y., N.Y. 10019
212/245-1200

Utilities, Banks, Areas & Others

Santurce
Pietrantoni, Julio, Pres.
Gov't. Development Bank for PR
Minillas Center
P.O. Box 42001
Minillas, PR
809/726-2525

Juan J. Mayol, Exec. Dir.
Aqueduct & Sewer Authority
604 Dr. Barbosa Ave.
P.O. Box 7066
Santurce, PR 00916

Circle adjacent number on ACTION CARD for Puerto Rico

Free Literature

CIRCLE NO.

110 **PUERTO RICO IND. DEV.** — Find out why you can expect a greater return on your expansion dollar in PR and why many leading companies feel it is the ideal second home for American business.

We'll find your site. We'll build your plant. We'll recruit your work force. We'll help with your training costs. We'll give you technical quality control advice.

Everybody knows that Puerto Rico U.S.A. has the best industrial tax incentives under the American flag.

But what else do we do for you? Well for openers, we'll put you in touch with all the talent you need for a fast start-up. Engineers, zoning experts, designers, landscapers—you name it. They work for our government. But they think business. They're on your side.

They'll walk you through our inventory of ready-to-occupy buildings. Or if you have special needs, they'll help you select a site, design your plant, finance it, build it, and give you the key on a lease-back basis.

When you need specialized on-job training, Puerto Rico can pitch in with $20 per employee for 12 weeks. And we'll even give you technical assistance with quality control.

"The Puerto Rico Government has gone out of their way to keep their word," notes Graham Tyson, Chairman-CEO, Dataproducts. "They don't just say, 'Well, we got 'em, now to heck with 'em.'"

In Puerto Rico we get things done. We're old hands at fast, successful start-ups.

Puerto Rico, U.S.A.

The ideal second home for American business.

Circle 110 on Brochure Service Card

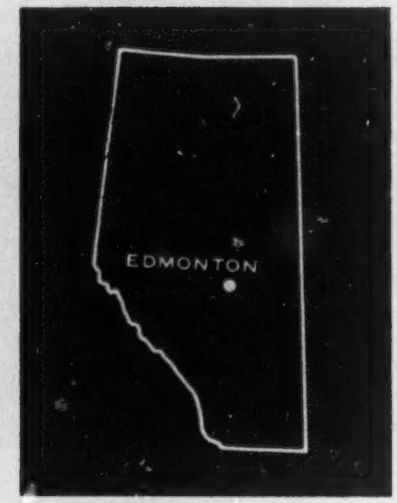
We get things done.

At a typical plant site: Center: A. Neil Montilla, President, Puerto Rico Industrial Development Corp. Far left: Angel Colon, Executive VP, PRIDCO; far right: Luis O. Rodriguez, VP-Development, PRIDCO; flanking Mr. Montilla: Francisco Billoch (l.) and Angel Rovira, assistant administrators, Puerto Rico Economic Development Administration.

For more information: write us on your company letterhead. Puerto Rico Industrial Development, Dept. PL-3, 1290 Avenue of the Americas, New York, N.Y. 10102. Or call us toll-free: (800) 223-0699. Ask for Carlos Marquez, Deputy Administrator. In New York State, call (212) 245-1200.

CANADA

- ALBERTA
- BRITISH COLUMBIA
- MANITOBA
- NEW BRUNSWICK
- NEWFOUNDLAND
- NOVA SCOTIA
- ONTARIO
- PRINCE EDWARD ISLAND
- QUEBEC
- SASKATCHEWAN



ALBERTA

Province Information

Financial assistance to industry:

Federal (Manpower) aid for job training

Loans to small business locating in rural areas through Alberta Opportunity Company, (a Crown corporation).

Grants (DREE) for agricultural/food processing industries in most of Alberta.

Grants (DREE) for most industries in Northern Alberta.

Tax rates:

Corporate income tax: general .. 11%
small business .5%

Personal income tax 38.5% of Federal

Advanced education facilities:

Four-year colleges and universities 4
Two-year or junior colleges 10
Vocational and business schools ...5

Source: **Alberta Department of Tourism & Small Business**

Population

Cities over 25,000

	Census 1976 —Thousands—	Estimate 1981
ALBERTA	1,838.0	2,135.9
Calgary	457.8	551.6
Edmonton	452.1	481.2
Lethbridge	46.0	52.9
Medicine Hat	32.3	42.8
Red Deer	31.7	45.1
St. Albert	24.0	43.0

Census Metropolitan Areas

	Census 1976 —Thousands—	Estimate 1981
Calgary	457.8	551.6
Edmonton	542.8	612.7

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
ALBERTA		
69.9	38.1	10.48
Calgary		
22.2	37.6	10.50
Edmonton		
27.3	38.2	10.36

Unemployment

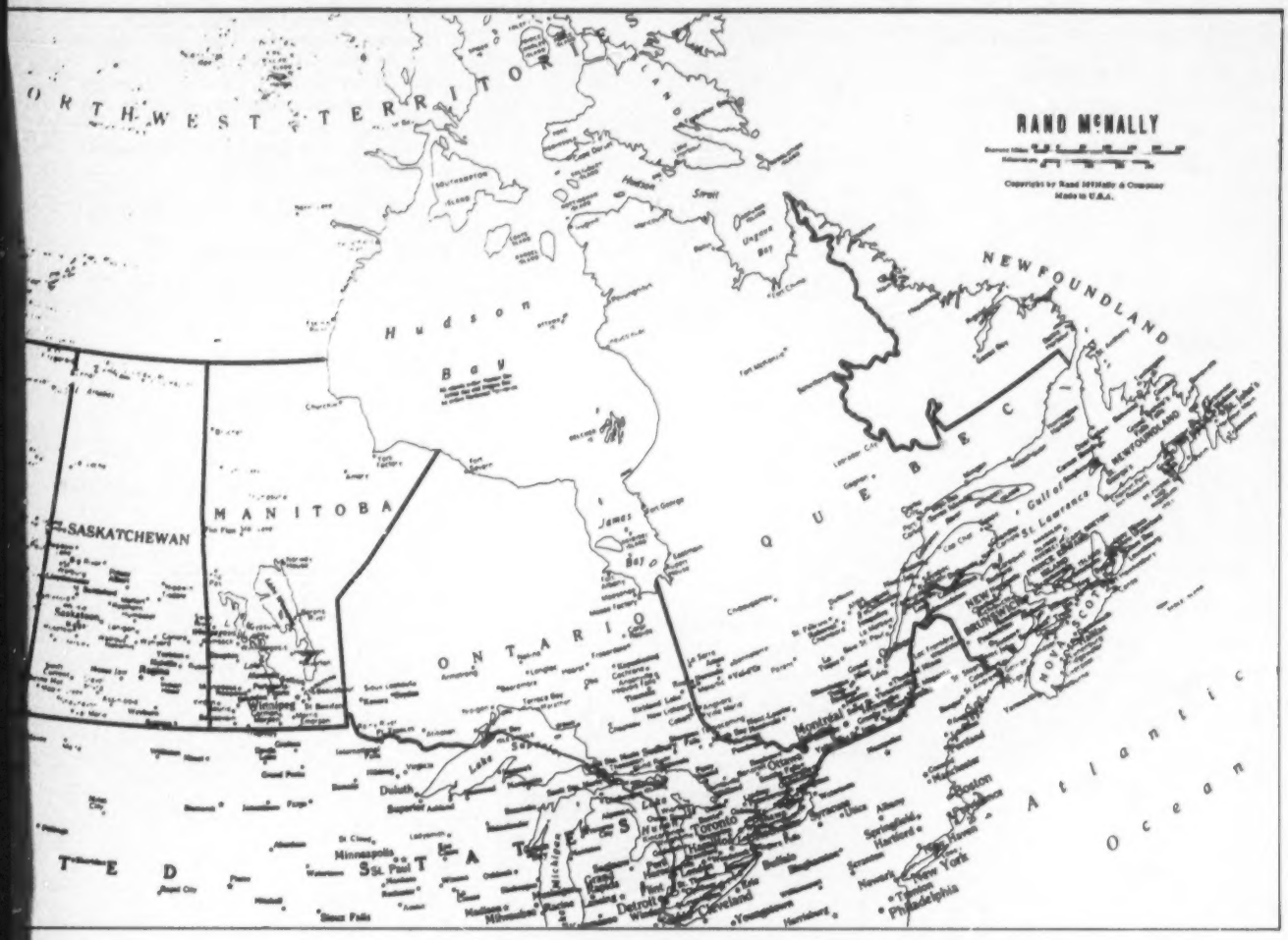
Work Force and Rate—11/81

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
ALBERTA		
1,089	52	4.6

(figures are unadjusted for seasonal variation)

Industrial Mix—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
69.9	38.1	10.48
DURABLE GOODS		
32.2	38.4	10.95
NONDURABLE GOODS		
37.7	37.8	9.96
Food and Beverages—SIC 100-147		
16.2	38.0	9.60
Wood Products—SIC 250-259		
4.4	36.0	9.69
Printing, Publishing and Allied Industries—SIC 280-289		
4.9	. . . .	. . . .
Metal Fabricating Industries—SIC 300-309		
7.4	38.1	11.57
Transportation Equipment—SIC 320-329		
3.2	38.1	9.62
Nonmetallic Mineral Products—SIC 340-359		
5.7	38.3	12.22
Chemicals and Chemical Products—SIC 370-379		
5.1	39.9	11.71



Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Calgary 1 to 8 incl., 10, 11
Edmonton 1 to 9 incl., 11
Lethbridge 2, 3
Medicine Hat 2, 3
Red Deer 1, 2 (Calgary)
St. Albert 1 (Edmonton)

Railroads

1. Canadian National
2. Canadian Pacific

Airlines

3. Time Air
4. Air Canada
5. Canadian Pacific Air
6. Republic
7. Western
8. Pacific Western
9. Northwest
10. Aero Trades (Western)
11. British Airways

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Calgary — 1e, 4g
Edmonton — 2e, 5g
Lethbridge — 3e, 4g
Medicine Hat — 6eg
Red Deer — 7e, 5g
St. Albert — 8e, 5g

1. Calgary Electric System
   2808 Spiller Road, S. E., P.O. Box 2100, Calgary T2P 2M5
2. Edmonton Power
   7, Churchill Sq., Edmonton T5J 2V4
3. Lethbridge Electric Dept.
   City Hall, Lethbridge T1J OP6
4. Canadian Western Natural Gas Co., Ltd 140 6th Ave., S.W. Calgary T2P OP6
5. Northwestern Utilities Ltd.
   10040 104th St., Edmonton T5J 2S3
6. Medicine Hat Municipal Electric Light, Power & Natural Gas Utilities, City Hall, Medicine Hat T1A OC7
7. Red Deer Electric & Power Dept.
   P.O. Box 5008 Red Deer T4N 3T4
8. Calgary Power Ltd.
   110 12th Ave., S.W., Calgary T2P 2M1

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Gold (g)	133	3,060
Silver (kg)	. . . .	24
Peat (metric ton)	32	3,953
Quartz (mt)	. . . .	2,592
Salt (metric ton)	865	11,005
Sodium sulfate	. . . .	2,696
Sulfur, elemental (metric ton)	7,497	434,151
Coal (metric ton)	17,396	302,210
Natural gas (tcm)	76,102	5,748,746
Natural gas by-products (cm)	18,729	1,789,858
Petroleum, crude (cm)	71,273	7,905,422
Clay products	. . . .	13,200
Cement (metric ton)	1,155	97,000
Lime (metric ton)	184	8,800
Sand and Gravel (metric ton)	24,334	55,219

Stone (metric ton)	193	1,034
Grand Total		
Alberta 1980		**16,378,970**

Environment Controls

Air & Water Pollution

Environmental Permits & Licenses:
John Defir, Dir., Standards & Approvals Br., Alberta Environment, Oxbridge Place, 5th Floor, 9820-106 Street, Edmonton, T5K 2J6. 403/427-5883

Environmental Spills etc.:

R. N. Briggs, Dir., Pollution Control Div., 403/427-6270; Emergency No.: 800/222-6514

Climate

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
Calgary	12	62	113
Edmonton	6	64	121
Medicine Hat	10	68	89

Industrial Development Counselors

Province Development Agency

Cole, T. J., Dir.
Business Locations
Alberta Dept. of Tourism & Small Business
15th Fl., Capitol Sq. Bldg.
10065 Jasper Avenue
Edmonton, Alberta T5J 0H4
403/427-5267

Motor Carriers

Drinnan, R. J., Exec. Secy.
Alberta Trucking Assn.
5112-3 St., S.E.
P.O. Box 5520, Stn. "A"
Calgary, T2H 1X9

Railroads

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Calgary
McDonald, Bruce A., Bus. Dev. Dir.
City of Calgary Box 2100 T2P 2M5
403/268-2331
Harvey, Malcolm, E, Bus. Dev. Offcr.
Calgary Dept. of Bus. Dev.
P.O. Box 2100, Suite 317
205-9 Ave. S.E., T2P 2M5
403/268-2331
Harris, Roy, Sr. ID Offcr
(same address as above)

Edmonton
Bleiken, Allan G., Mgr.
Edmonton Bus. Dev. Dept.
2410 Oxford Tower
10235-101 St. T5J 3G1
403/428-5464
Jorgensen, Eric G., Pres.
Giffels Western Engineering
14535-118 Ave., T57 2M7
403/452-7794
O'Rourke, J. R., Ind. Dev. Mgr.
Canadian National Rwy
10004-104 Ave. T5J 0K2
403/429-8388

Relf, J. A., Mftg. Dir.
Alberta Econ. Dev.
9th Flr., Capitol Sq.
10909 Jasper Ave. T5J 0H4
403/427-2005

Lethbridge
O'Connell, Dennis S., ED Dir.
City of Lethbridge
300 Deveta Pl., 410-9th St. S.,
T1J 0P6
403/329-4914

Medicine Hat
Cormier, David A., Mgr.
Economic Dev.
City of Madison Hat
City Hall T1A 0C7
403/526-5971

Red Deer
Dicknoether, Earl E.
Econ. Dev. Rep
Regional Service Branch
Alberta Bus. Dev. & Tourism
P.O. Box 5002, T5N 5Y5
403/782-6711

Circle adjacent number on ACTION CARD for Alberta Free Literature
CIRCLE NO.
164 **PROVINCE OF ALBERTA** — 3 booklets on *Starting, Marketing, and Financing a Business in Alberta.* Also profile of Alberta concerning economy, manpower, taxes, etc.

BRITISH COLUMBIA

Province Information

Financial assistance to industry:
Conventional financing for bldgs. & equipment.
Low Int. Loan Assistance LILA provides loans from $30,000 to $200,000 for modernization, expansion or establishment of manuf. or processing facilities.
Assistance to Small Enterprise Program provides int.-free forgivable loans to assist manuf. & processing businesses in qualifying regions of the province.

Tax rates:
Corporate income tax 8-16%
Personal income tax 44% of Federal
Sales 6%

Advanced education facilities:
Universities 3
Community colleges 15
Vocational and business schools ...6
Marine Technology Park adjacent to Institute of Ocean Sciences
Centre of Excellence for advanced micro-electronics established at the University of B.C.
Source: **British Columbia Department of Economic Development**

Environment Controls

Air & Water Pollution

Waste Mgt. Branch, Ministry of Environment, 1106 Cooke Ste., Victoria V8V 1X4. 604/387-1161

Population

Cities over 25,000

	Census 1976	Estimate 1981
	—Thousands—	
BRITISH COLUMBIA	2,466.6	2,687.0
Kamloops	57.2	65.5
Kelowna	50.1	57.5
Nanaimo	39.7	43.7
New Westminister	37.2	34.1
North Vancouver	31.2	31.1
Port Coquitlam	—	27.1
Prince George	58.3	64.6
Vancouver	396.6	395.8
Victoria	60.4	61.1

Census Metropolitan Areas

	Census 1976	Estimate 1981
	—Thousands—	
Vancouver	1,135.8	1,228.8
Victoria	212.5	233.7

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
BRITISH COLUMBIA		
116.7	36.2	11.94
Vancouver		
62.1	35.8	11.63
Victoria		
4.1	35.3	12.11

Unemployment

Work Force and Rate—11/81

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
BRITISH COLUMBIA		
1,244	102	7.6

(figures are unadjusted for seasonal variation)

Industrial Mix—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
116.7	36.2	11.94
DURABLE GOODS		
65.8	36.5	12.24
NONDURABLE GOODS		
50.9	35.7	11.48
Food and Beverages—SIC 100-147		
20.6	38.3	11.88
Wood Products—SIC 250-259		
28.6	34.5	11.82

Paper and Allied Industries—SIC 270-274
13.7 36.2 12.93
Printing, Publishing and Allied Industries—SIC 280-289
6.3 . . . . . .
Primary Metal Industries—SIC 290-298
9.1 38.7 13.21
Metal Fabricating Industries—SIC 300-309
8.5 37.7 12.59
Transportation Equipment—SIC 320-329
7.5 38.7 12.50
Chemicals and Chemical Products—SIC 370-379
2.7 38.4 11.60

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Kamloops 1, 2, 11
Kelowna 1, 2, 11, 14
Nanaimo 2, 5
New Westminster 1, 2, 3 (Vancouver)
North Vancouver 2, 3, 4 (Vancouver)
Prince George 1, 4, 8, 11
Vancouver 1, 2, 3, 5 to 16 incl.
Victoria 1, 2, 5, 6, 8, 11

Railroads

1. Canadian National
2. Canadian Pacific
3. Burlington Northern
4. British Columbia

Airlines

5. Air BC
6. Air Canada
7. British Airways
8. Canadian Pacific Air
9. Frontier
10. Japan Airlines
11. Pacific Western
12. Powell Air
13. Qantas
14. Time Air
15. United
16. Western

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Kamloops — 2e, 3g
Kelowna — 4e, 3g
Nanaimo — 2e, 5g
New Westminster — 1e, 2eg
North Vancouver — 2eg
Prince George — 2e, 3g
Vancouver — 2eg
Victoria — 2eg

1. New Westminster Electric Dept. City Hall, 511 Royal Ave., New Westminster V3L 1H9
2. British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver V6Z 1Y3
3. Inland Natural Gas Co., Ltd. 1066 West Hastings St., Vancouver V6E 3G3
4. Kelowna Electric Dept. 1435 Water St., Kelowna V1Y 1J4
5. Vancouver Island Gas Co., Ltd. 98 Commercial St., Nanaimo V9R 5G4

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony (kg)	79	416
Bismuth (kg)	23	160
Cadmium (kg)	92	677
Copper (kg)	264,675	687,081
Gold (g)	7,477	172,151
Iron ore (metric ton)	654	13,670
Lead (kg)	76,710	83,459
Molybdenum (kg)	11,180	281,464
Silver (kg)	204	157,905
Tin (kg)	140	3,100
Zinc (kg)	67,481	65,534
Asbestos (metric ton)	100	77,816
Barite (metric ton)	. . . .	3,630
Gemstones (kg)	. . . .	1,580
Gypsum (metric ton)	784	5,822
Peat (metric ton)	29	4,359
Quartz (metric ton)	. . . .	34
Sulfur in smelter gas (metric ton)	227	12,848
Sulfur, elemental (metric ton)	138	9,038
Coal (metric ton)	10,156	445,430
Natural gas (mtc)	8,876	304,183
Natural gas by-products (cm)	299	25,145
Petroleum, crude (cm)	2,039	192,796
Clay products	. . . .	10,387
Cement (metric ton)	1,351	90,881
Lime (metric ton)	116	5,780
Sand and Gravel (metric ton)	45,278	98,666
Stone (metric ton)	9,088	41,326

Grand Total
British Columbia 1980.....2,795,338

Climate

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Kamloops	21	70	90
Prince George	11	59	162
Vancouver	36	63	161
Victoria	39	60	142

Industrial Development Counselors

Province Development Agency

Smallenberg, Gary A., Dir. Bus. Dev.
Trade Industry Div.
B.C. Ministry of Industry & Small Business Dev.
Suite 315, Robson Sq., 800 Hornby St., Vancouver V6Z 2C5
604/689-4411

Motor Carriers

Hunt, Ray E., Gen. Mgr.
British Columbia Motor Transport Assn.
4090 Graveley St.
Burnaby V5C 3T6

Railroads

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Kamloops
Spargo, Sidney H. Mgr. Econ. Dev.
City of, City Hall
7 Victoria St. W. V2C 1A2
604/374-3311

Nanaimo
Gault, C. K., Dev. Officer
City of Nanaimo
455 Wallace St. V9R 5J6
604/754-4251

Vancouver
Fancy, Sidney, C.I.D., ED Mgr.
City of, Ste 721, 601 W. Broadway
Ste. 405, V5Z 4C2
604/873-7011

Hutton, Thomas Andrew, Dev. Analyst
Finance Dept. City of Vancouver
Ste. 721, 601 W. Broadway V5Z 4C2
604/873-7212

Magee, H. E., ID Supv.
Land Mgmt. & Dev. Dept.
B.C. Hydro & Power Auth.
600-1045 Howe St., V6Z 2B1
604/663-3993

Circle adjacent number on ACTION CARD for British Columbia
Free Literature
CIRCLE NO.
165 **PROVINCE OF BRITISH COLUMBIA** — In-depth info package contains 7 publications detailing investment opportunities, resources, legislation, regulations, etc. PLUS, *A Decade of Growth 1969-79*, a ten year industry growth comparison.

MANITOBA

Province Information

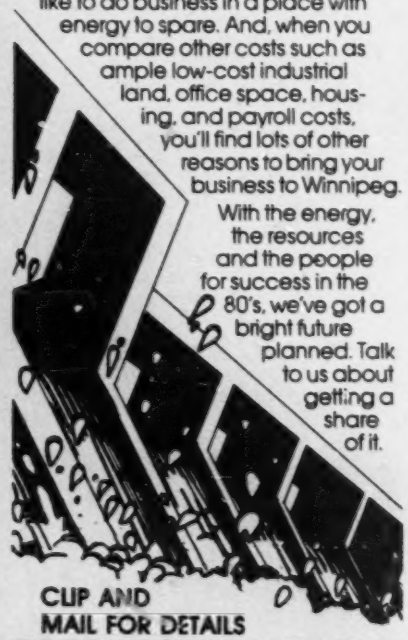
Financial assistance to industry:
Communities Economic Development Fund
Manpower development assistance
Productivity improvement program
Research & development assistance
Excellent electric power rates
Feasibility studies

How much will your plant pay for electricity in 1984?

In Winnipeg you will pay 1979 rates.

Manitoba has such a plentiful supply of inexpensive hydro-electric energy that rates have been fixed at 1979 levels until March 1984. No rate increases for five years... guaranteed!

That gives you some idea what it's like to do business in a place with energy to spare. And, when you compare other costs such as ample low-cost industrial land, office space, housing, and payroll costs, you'll find lots of other reasons to bring your business to Winnipeg.



With the energy, the resources and the people for success in the 80's, we've got a bright future planned. Talk to us about getting a share of it.

CLIP AND MAIL FOR DETAILS

Please send me information on Winnipeg "Where the New West begins." I am interested in (please check):

The information is for ☐ an active project ☐ future reference.

We are planning:

☐ a new plant ☐ an office location
☐ a warehouse / distribution facility ☐ a retail operation

Please attach your business card and mail to:

Winnipeg Business Development Corporation
400-177 Lombard Avenue, Winnipeg, Manitoba, Canada R3B 0W7
Telephone (204) 944-8686

WINNIPEG
..where the New West begins.

Circle 106 on Brochure Service Card

Tax rates:

Corporate income tax
Small business 11%
Other 15%
Personal income tax
.....54% of Federal Basic Tax
Sales tax 5%

Advanced education facilities:

Four-year colleges and universities 6
Vocational and business schools ...9

Source: **Manitoba Department of Economic Development & Tourism**

Environment Controls

Air & Water Pollution

Manitoba Clean Environment Commission, Bldg. 2, Box 2, 139 Tuxedo Blvd., Winnipeg, Man. R3N 0H6
204/895-5333

Population

Cities over 25,000

	Census 1976	Estimate 1981
	—Thousands—	
MANITOBA	1,021.5	1,028.0
Brandon	34.5	34.8
Winnipeg	553.1	571.8

Census Metropolitan Areas

	Census 1976	Estimate 1981
	—Thousands—	
Winnipeg	570.7	591.5

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
MANITOBA		
49.2	38.1	8.06
Winnipeg		
39.6	38.4	7.34

Unemployment

Work Force and Rate—11/81

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NEW BRUNSWICK		
258	36	12.2

(figures are unadjusted for seasonal variation)

Industrial Mix—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
49.2	38.1	8.06
DURABLE GOODS		
25.1	38.6	8.66
NONDURABLE GOODS		
24.2	37.6	7.42
Food and Beverages—SIC 100-147		
8.8	37.1	8.62
Clothing—SIC 240-249		
5.8	39.6	4.84
Printing, Publishing and Allied Industries—SIC 280-289		
3.6	33.8	8.03
Metal Fabricating Industries—SIC 300-309		
4.4	38.6	9.23
Transportation Equipment—SIC 320-329		
6.3	39.1	8.15

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Brandon 1, 2, 9, 11
Winnipeg 1 to 13 incl.

Railroads

1. Canadian National
2. Canadian Pacific
3. Burlington Northern

Airlines

4. Nordair
5. Frontier
6. Northwest
7. Air Canada
8. Canadian Pacific Air
9. Pacific Western
10. Republic
11. Perimeter
12. Aero Trades (Western)
13. Northwest Territorial

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Brandon — 1e, 4g
Winnipeg — 2e, 3g

1. Manitoba Hydro-Electric Board
   Box 815, Winnnipeg R3C 2P4
2. Winnipeg Hydro
   5th Floor, Administration Bldg., Civic Centre, Winnipeg R3B 1C1
3. Greater Winnipeg Gas Co.
   265 Notre Dame Ave., Winnipeg

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	24	177
Cobalt (kg)	432	27,847
Copper (kg)	64,751	168,091
Gold (g)	1,591	36,826
Lead (kg)	576	627
Nickel (kg)	39,194	342,556
Selenium (kg)	54	1,347
Silver (kg)	31	23,647
Tantalum ($Ta_2 O_5$)	115	21,810
Tellurium (kg)	5	268
Zinc (kg)	43,055	41,812
Gypsum (metric ton)	144	1,009
Peat (metric ton)	62	7,541
Quartz (metric ton)	252	2,537
Petroleum, crude (cm)	563	54,977
Clay products	. . . .	1,364
Cement (metric ton)	510	34,680
Lime	. . . .	3,500
Sand and Gravel (metric ton)	9,794	22,454
Stone (metric ton)	2,088	9,705
Grand Total Manitoba 1980		**802,575**

Climate

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
Winnipeg	1	68	121

Industrial Development Counselors

Province Development Agency

LeBrun, Leonard F., Industry & Trade Development
Manitoba Dept. of Economic Development & Tourism
701-155 Carlton St., Winnipeg, Manitoba, R3C 3H8
204/944-2470
Minister: Honorable Muriel A. Smith
204/944-3724

Motor Carriers

Harris, A.E.S., Gen. Mgr.
Manitoba Trucking Assoc.
29-1313 Border St.
Winnipeg, R3H 0X4

Utilities, Banks, Areas & Others

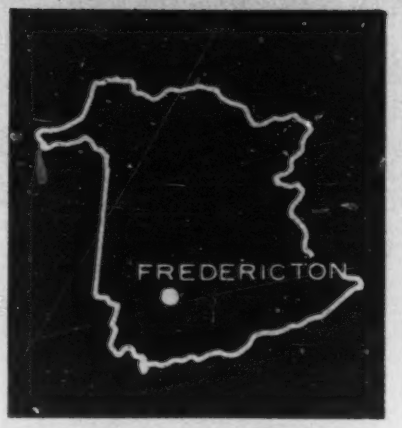
Winnipeg
City of Portage la Prairie
Roteliuk, R. N. Gen. Mgr.
Central Plains, Inc.
20-3rd St. N.E., R1N IN4
204/857-8736
Fredericks, H. A. (Hal), Gen. Mgr.
Winnipeg Bus. Dev. Corp.
400-177 Lombard Ave.
4th Flr., R3B 0W7
204/944-8686
Gregory, Gary, Ind. Dev. Mgr.
CNR, Prairie Region
350-123 Main St. R3C 2P8
204/946-2223
Hayes, George E.
Asst. Dep. Min., Bus. Dev.
Man. Dept of Econ. Dev.
701 Carlton St., R3C 3H8
204/944-2455

Circle adjacent number on ACTION CARD for Manitoba Free Literature

CIRCLE NO.

166 **PROVINCE OF MANITOBA** — Pocket facts check list offers more details about the advantages of locating in Manitoba.

PLANT LOCATION Advertisers offer you the best possible contacts for information on their areas. Contact direct or use the handy reader inquiry card in the BROCHURE SERVICE (front of book). Mention PLANT LOCATION in contacting advertisers.



NEW BRUNSWICK

Province Information

Financial assistance to industry:
Direct loans
Loan & Bond issue guarantees
Equity

Tax rates:
Corporate income tax 10%
Personal income tax 50% of Federal
Sales tax 8%
Gasoline tax ..... 4-4/10¢ per litre

Advanced education facilities:
Four-year colleges and universities 4
Technical & trade schools 8

Medical Facilities:
Hospitals 34

Labor Analysis:
High School graduates ..... 9,806 (June 1980)
Mfgr. workers in Unions 20.5%
Source: **New Brunswick Department of Commerce & Development**

Population

Cities over 25,000

	Census 1976 —Thousands—	Estimate 1981 —Thousands—
NEW BRUNSWICK	677.2	709.3
Fredericton	44.6	47.6
Moncton	53.4	53.4
Saint John	83.0	88.2

Census Metropolitan Areas

	Census 1976 —Thousands—	Estimate 1981 —Thousands—
Saint John	109.7	121.2

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW BRUNSWICK		
31.9	37.8	8.35
Moncton		
3.3	40.0	7.49
Saint John		
8.2	38.6	9.99

Unemployment

Work Force and Rate—11/81

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
MANITOBA		
461	28	5.8

(figures are unadjusted for seasonal variation)

Industrial Mix—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
31.9	37.8	8.35
DURABLE GOODS		
10.5	40.3	8.26
NONDURABLE GOODS		
21.5	36.4	8.41
Food and Beverages—SIC 100-147		
11.6	33.8	6.50
Wood Products—SIC 250-259		
3.5	44.0	6.67
Paper and Allied Industries—SIC 270-274		
6.1	40.0	11.36

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Fredericton 1, 2, 3, 4
Moncton 1, 3, 4
Saint John 1, 2, 3, 4

Railroads

1. Canadian National
2. Canadian Pacific

Airlines

3. Air Canada
4. Eastern Provincial

Utilities

Electric Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

Fredericton — 1
Moncton — 1
St. John — 2

1. New Brunswick Elec. Pwr. Commission
   527 King St., Fredericton E3B 4X1
2. St. John Power Commission
   239 Charlotte St., Box 850, St. John E2L 4C7

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony	. . . .	6,643
Bismuth (kg)	126	855
Cadmium (kg)	. . . .	. . . .

Copper (kg)	9,092	23,601
Gold (gram)	129	2,965
Lead (kg)	42,551	46,295
Silver (kg)	117	90,646
Zinc (kg)	135,583	131,669
Gypsum (metric ton)	45	210
Peat (metric ton)	108	9,666
Quartz (metric ton)	. . . .	509
Sulfur in smelter gas (metric ton	64	1,531
Coal (metric ton)	439	16,880
Natural gas (tcm)	2	42
Petroleum, crude (cm)	1	29
Clay products	. . . .	2,448
Cement	. . . .	11,762
Lime	. . . .	3,343
Sand and Gravel (metric ton)	6,492	12,399
Stone (metric ton)	3,054	11,029
Grand Total		
New Brunswick 1980		**372,522**

Environment Controls

Air & Water Pollution

Dept. of the Environment, Box 6000, Fredericton E3B 5H1
506/453-3700
Nova Scotia Dept. of Dev., Box 519
B3J 2R7

Industrial Development Counselors

Province Development Agency

Blanchard, J. P., Deputy Minister
New Brunswick Dept. of Commerce & Development
P.O. Box 6000
Fredericton E3B 5H1
506/453-2795

Railroads

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

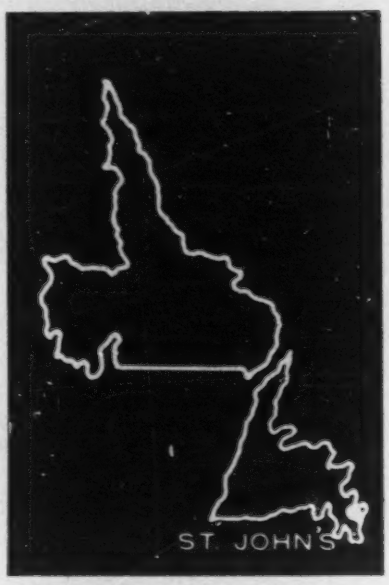
Fredericton
Lamey, John G., G.Mgr.
Capitol Region Dev. Comm. Inc.
618 Queen St. E3B 1C2
506/454-3080
Skaling, Dan G., Asst. Dpty. Min.
Community Improvement Corp.
377 York Street
506/453-2277

Moncton
Daigle, Paul J., G.Mgr.
Moncton I.D. Ltd.
1234 Main St., Terminal Bldg.,
E1C 1H7
Guppy, John, D. E., Mgr.
Ind. Dev., CN Rail
1234 Main St., E1C 1H7
506/382-0551 Ext. 288

St. John
Hanson, Paul Edwards
St. John/Fundy Region Dev. Comm.
15 Market Sq., Box 1971
E2L 4L1
506/658-2918

Circle adjacent number on ACTION CARD for New Brunswick
Free Literature
CIRCLE NO.

167 **GOVERNMENT OF NEW BRUNSWICK** — The Dept. of Commerce & Dev. has available a complete promotional package on the advantages of NB as an industrial location, including descriptive brochure & fact booklet.



NEWFOUNDLAND

Province Information

Financial assistance to industry:
Dept of Regional Economic Expansion DREE 709/737-4917
Rural, Agricultural & Northern Dev. RAND
Rural Dev. Incentives Program 709/737-3180
Rural Dev. Authority Loans 709/737-3180
Newfoundland & Labrador Development Corporation NLDC 709/753-3560
Dept. of Development
Market: Product Dev. Program
MAPD: 709/737-2785
Financial Incentives Program (Tourism) 709/737-2811
Package Tourism Program (Tourism) 709/737-2811
Canada Manpower & Immigration (CEIC) 709/737-5284
Ind., Trade & Commerce (IT&C) 709/737-5511
Federal Bus. Dev. Bank (FBDB) 709/737-5505

Tax rates:
Corporate income tax ..... 36% (Federal)
..... 15% (Provincial)
Small business tax ..... 15% (Federal) on first $150,000 Canadian income provided that total income does not exceed $750,000
..... 12% (Provincial tax)
Personal income tax 58% of Federal
Personal property tax .. varies locally
Sales tax 11%

Advanced education facilities:
Four-year colleges and universities 1
Vocational schools 17
Source: **Newfoundland Department of Industrial Development**

Population

Cities over 25,000

	Census 1976 —Thousands—	Estimate 1981
NEWFOUNDLAND	557.7	583.5
Corner Brook	24.8	25.1
St. John's	85.0	87.4

Census Metropolitan Areas

	Census 1976 —Thousands—	Estimate 1981
St. John's	140.9	150.2

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
NEWFOUNDLAND		
20.9	37.4	8.14
Corner Brook		
1.9	. . . .	. . . .
St. John's		
3.8	39.3	8.85

Unemployment

Work Force and Rate—11/81

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NEWFOUNDLAND		
180	30	14.4

(figures are unadjusted for seasonal variation)

Industrial Mix—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
20.9	37.4	8.14
NONDURABLE GOODS		
18.9	37.2	7.98
Food and Beverages—SIC 100-147		
14.4	36.1	7.01
Paper and Allied Industries—SIC 270-274		
3.0	42.8	12.39

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Corner Brook 1 (3 thru Deer Lake)
St. John's 1, 2, 3

Railroads

1. Canadian National

Airlines

2. Air Canada
3. Eastern Prov.

Utilities

Electric Utility Serving St. John's and Cornerbrook

Newfoundland Light & Power Co., Ltd.
Kenmount Road Box 8910, St. John's
A1B 3P6

Environment Controls

Air & Water Pollution

D. G. Jeans, Dept. of Environment, Govt. of Newfoundland, 2nd flr. Elizabeth Towers, 100 Elizabeth Avenue, St. John's AIC 5T7
709/737-2559

Climate

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
St. John's	25	60	210

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	30	218
Copper (kg)	4,879	12,667
Gold (gram)	234	5,381
Iron ore (metric ton)	24,620	895,558
Lead (kg)	4,347	4,729
Silver (kg)	9	7,185
Zinc (kg)	44,073	42,801
Asbestos (metric ton)	72	45,151
Gypsum (metric ton)	635	4,312
Quartz (metric ton)	. . . .	836
Soapstone, talc, pyrophyllite	. . . .	1,040
Clay products	. . . .	806
Cement	. . . .	6,415
Sand and Gravel (metric ton)	3,279	6,066
Stone (metric ton)	948	2,688
Grand Total		
Newfoundland 1980		1,035,653

Industrial Development Counselors

Province Development Agency

Wakeham, Barbara
Dir. of Prospect Dev.
Dept. of Development
Gov't of Newfoundland & Labrador
P.O. Box 4750, St. John's, AIC 5T7
709/737-2781 or 2785

Railroads

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Corner Brook
Parsons, John J., Mng. Dir.
Ec. Dev. Corp., Ltd.
Box 457 Suite 502
Herald Tower A2H 6E6
709/639-9259

Gander
Milley, Reginald Kent, Exec. Dir.
Gander Dev. Corp.
P.O. Box 472, AIV 1W8
709/651-2992

Circle adjacent number on ACTION CARD for Newfoundland Free Literature

CIRCLE NO.

168 **PROVINCE OF NEWFOUNDLAND** — *The Newfoundland Opportunity.* Information on the potential of Newfoundland & Labrador — The resources, geographic location & people that make business succeed. Plus, *Ocean Industry Profiles*

NOVA SCOTIA

Province Information

Financial assistance to industry:

Industrial Estates Limited, a Crown corporation, may finance 100% of the cost of land & buildings and up to 60% of the installed cost of machinery & equipment.

Tax rates:

Corporate income tax .....13% of taxable income
Personal income tax .....52.5% of Federal Rate
Sales tax 8%
Gasoline & Propane ..... $.2136/gal. (4.7/litre)
Diesel .....$.2727/gal. (6¢/litre)

Advanced education facilities:

Four-year colleges and universities 10

Medical Facilities:

Hospitals 54

Labor Analysis:

High School graduates ..... 11,067 (June 1980)
Mfgr. workers in Unions 17.3%

Source: **Industrial Estates Ltd.**

Population

Cities over 25,000

	Census 1976 —Thousands—	Estimate 1981 —Thousands—
NOVA SCOTIA	828.6	856.4
Dartmouth	64.5	66.2
Halifax	113.0	111.3
Sydney	30.1	27.4

Census Metropolitan Areas

	Census 1976 —Thousands—	Estimate 1981 —Thousands—
Halifax	261.4	273.7

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
NOVA SCOTIA		
38.3	38.0	8.09
Halifax		
7.3	37.7	8.97
Sydney		
4.6	37.3	8.50

Unemployment

Work Force and Rate—11/81

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NOVA SCOTIA		
326	39	10.6

(figures are unadjusted for seasonal variation)

Industrial Mix—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
38.3	38.0	8.09
DURABLE GOODS		
12.2	39.9	8.25
NONDURABLE GOODS		
26.1	37.1	8.00
Food and Beverages—SIC 100-147		
12.9	36.4	6.49
Transportation Equipment—SIC 320-329		
4.8	39.5	8.74

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Dartmouth 1 (Halifax)
Halifax 1, 2, 3, 4, 5
Sydney 1, 3, 4

Railroads

1. Canadian National
2. Canadian Pacific

Airlines

3. Air Canada
4. Eastern Provincial
5. C P Air

Utilities

Electric Utility serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.

Dartmouth — 1
Halifax — 1
Sydney — 1

1. Nova Scotia Power Corp.
P.O. Box 910, Halifax B3J 2W5

Environment Controls

Air & Water Pollution

Nova Scotia Dept. of Environment
1690 Hollis St., Halifax
902/424-5300

Water Pollution

Nova Scotia Dept. of Environment, same address as above.

Climate

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
Halifax	26	65	152
Sydney	24	64	179

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	5	37
Lead (kg)	2,567	2,793
Silver (kg)	. . . .	22
Zinc (kg)	2,470	2,399
Gypsum (metric ton)	4,988	22,457
Peat (metric ton)	14	1,874
Quartz	. . . .	1,419
Salt (metric ton)	1,018	26,895
Coal (metric ton)	2,726	133,245
Clay products	. . . .	5,487
Cement	. . . .	18,379
Sand and Gravel (metric ton)	9,578	24,423
Stone (metric ton)	1,809	7,308
Grand Total Nova Scotia 1980		**246,738**

Industrial Development Counselors

Province Development Agency

Single, W. Leslie, Pres.
Industrial Estate Ltd.
Suite 700, 5151 George St.
Halifax, B3J 1M5
902/425-6331

Railroads

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Dartmouth

Boutilier, Robert P., Mgr.
Resource Industries
45 Alderney Pk.
Box 1320, B2Y 4A9
902/426-6362

Rath, Tom, Industrial Promo. Ofcr.
City of Dartmouth
Box 817 B2Y 3Z3
902/466-7401

Halifax

Boutilier, Robert P.,
Senior Incentives Officer
D R E E
1660 Hollis Street
Halifax, Nova Scotia B3J 1V7
902-426-6362

LeTourneau, F. M., Ind. Pks. Mgr.
Merriam, Thomas, Dir. of Dev.
Industrial Estates Ltd.
5151 George St. Suite 700, B3J 1M5
902/425-6331

Sydney

McKee, Wm. F., Dir.
McKee, Wm., Dir. of
Fisheries & Marine
Related Industry
Cape Breton Dev. Corp.
Box 1330, B1P 6K3
902/539-6300

Circle adjacent number on ACTION CARD for Nova Scotia

Free Literature

CIRCLE NO.

169 **PROVINCE OF NOVA SCOTIA** — *Nova Scotia, Canada,* brochure describes Nova Scotia and outlines the many advantages of doing business in N.S. Also, detailed site information & marketing studies available.

ONTARIO

Province Information

Financial assistance to industry:

Loan guarantees: Total or partial guarantee of loans from conventional sources when adequate funding is not available

Term loans: On a selective basis, usually as part of a total financial package.

Incentive loans: Offered in cases where a significant economic benefit to the province can result. These incentives may be in the form of an interest subsidy applied to guarantees, or deferral of principal repayment & waiver of interest on term loans during the initial start-up period.

Export support loans: An operating line of credit to exporters having difficulty obtaining financing on reasonable terms for sales to foreign countries

Tax rates:

General Corporate income tax .. 14%
Fed. rate 37.8%
(less provinciale abatement of 10%)
Ontario rate 14.0%
Combined rate 51.8%
Mfgr. & Processing Corporate tax rate 13%
Fed. rate 31.5%
Ontario rate 13.0%
Combined 44.5%
Personal income tax 46% of Federal
Sales tax 7%
Capital tax rate
..... 3/10 of 1% paid-up capital
Gasoline tax Oct. '81-Dec. '81
..... $0.63 regular leaded
.....$0.67 regular unleaded
.....$0.69 regular leaded/unleaded premium

Advanced education facilities:

Four-year colleges and universities 17
Colleges of Applied Arts & Technology 22

Labor Analysis:

High School Graduates 156,916
Mfgr. workers in Unions 36%

Source: **Ontario Ministry of Industry & Tourism**

Population

Cities over 25,000

	Census 1976 —Thousands—	Estimate 1981 —Thousands—
ONTARIO	8,264.5	8,600.5
Ajax	20.7	26.3
Barrie	33.5	38.2
Belleville	34.7	35.4
Brampton	102.7	130.6
Brantford	66.4	71.5
Burlington	104.1	113.0
Cambridge	71.8	74.4
Chatham	38.4	41.4
Cornwall	45.5	46.8
Guelph	66.4	69.4
Halton Hills	34.2	34.3
Hamilton	308.8	309.5
Kingston	59.8	54.2
Kitchener	130.9	136.8
London	235.0	252.5
Markham	55.6	75.3
Milton	20.7	27.2
Mississauga	246.8	317.5
Newcastle	31.6	39.4
Newmarket	24.7	29.1
Niagara Falls	69.4	70.4
North Bay	50.8	52.6
Oakville	68.4	72.6
Oshawa	106.0	126.3
Ottawa	291.1	301.6
Peterborough	59.1	60.6
Pickering	27.8	31.3
Richmond Hill	34.5	34.1
St. Catharines	121.7	135.8
St. Thomas	26.7	28.2
Sarnia	54.9	52.4
Sault Ste. Marie	79.1	80.8
Stoney Creek	29.9	32.0
Stratford	25.4	26.3
Sudbury	96.0	92.5
Thunder Bay	110.3	116.2
Timmins	44.0	45.6
Toronto	611.2	575.2
Waterloo	46.1	52.3
Welland	43.9	44.3
Whitby	28.0	32.3
Windsor	192.7	194.4
Woodstock	26.4	27.2

Census Metropolitan Areas

	Census 1976 —Thousands—	Estimate 1981 —Thousands—
Hamilton	525.2	535.9
Kitchener	269.8	284.8

London	264.6	283.5
Oshawa	134.0	158.6
Ottawa — Hull	. . .	728.0
St. Catharines — Niagara	298.1	313.1
Sudbury	155.0	151.2
Thunder Bay	117.9	124.4
Toronto	2,753.1	2,890.4
Windsor	243.3	250.6

Environment Controls

Air & Water Pollution

Environmental Approvals Branch, Ontario Ministry of the Environment, 135 St. Clair Ave. W., Toronto, Ontario M9V 1P5. (416)-965-6975

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
ONTARIO		
842.3	38.8	9.11
Belleville		
9.8	38.5	7.90
Brampton		
19.3	38.4	8.89
Brantford		
16.0	38.8	9.42
Brockville		
6.0	39.4	8.56
Chatham		
6.0	37.7	10.46
Cornwall		
6.1	38.0	9.22
Guelph		
10.4	38.7	8.53
Hamilton		
74.7	39.5	10.23
Kingston		
7.6	40.7	9.94
Kitchener-Cambridge-Waterloo		
46.3	38.3	8.16
London		
23.8	39.3	9.26
Niagara Falls		
5.5	40.4	9.17
Oshawa		
23.0	39.2	10.90
Ottawa-Hull		
20.5	38.3	9.51
Peterborough		
8.2	40.1	9.11
Sarnia		
13.2	39.9	12.58
Sault Ste. Marie		
14.1	. . . .	. . . .
St. Catharines		
17.9	41.1	11.59
St. Thomas		
7.9	39.5	9.77
Stratford		
7.2	38.9	7.64
Sudbury		
7.8	. . . .	. . . .
Thunder Bay		
8.2	39.4	11.54
Toronto		
313.6	38.8	8.38
Welland		
11.7	40.1	10.51
Windsor		
28.3	40.2	10.76
Woodstock		
7.4	38.9	8.79

Unemployment

Work Force and Rate—11/81

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
ONTARIO		
4,202	291	6.5

(figures are unadjusted for seasonal variation)

Industrial Mix—7/81

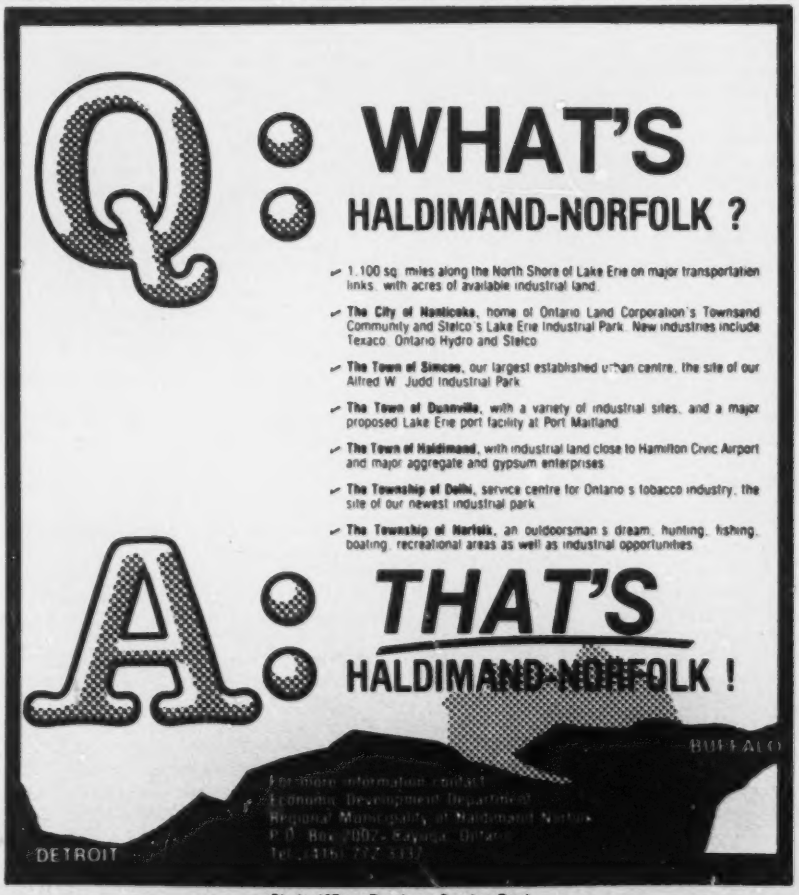
Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
842.3	38.3	9.11
DURABLE GOODS		
459.1	39.4	9.55
NONDURABLE GOODS		
383.2	38.1	8.48
Food and Beverages—SIC 100-147		
84.5	38.0	8.72
Tobacco Processing and Products—SIC 150-153		
2.9	36.8	12.18
Rubber Products—SIC 160-169		
18.4	38.9	9.24
Leather Products—SIC 170-179		
12.8	37.6	5.83
Textile Products—SIC 180-229		
31.1	39.1	7.58
Knitting Mills—SIC 230-239		
7.0	37.5	5.42
Clothing—SIC 240-249		
22.6	36.3	5.35
Wood Products—SIC 250-259		
16.9	39.0	7.38
Furniture and Fixtures—SIC 260-269		
19.6	39.9	6.94
Paper and Allied Industries—SIC 270-274		
47.1	39.4	10.56
Printing, Publishing and Allied Industries—SIC 280-289		
44.8	34.8	9.54
Primary Metal Industries—SIC 290-298		
81.1	38.6	10.55
Metal Fabricating Industries—SIC 300-309		
73.5	39.6	9.29
Machinery, except Electrical—SIC 310-318		
51.4	39.5	9.87
Transportation Equipment—SIC 320-329		
107.2	39.8	10.58
Electrical Products—SIC 330-339		
85.2	38.8	8.07
Nonmetallic Mineral Products—SIC 340-359		
24.2	40.9	9.66
Petroleum and Coal Products—SIC 360-369		
13.7	41.9	12.05
Chemicals and Chemical Products—SIC 370-379		
49.2	39.6	9.64
Miscellaneous Manufacturing Industries—SIC 380-399		
49.0	38.3	7.07

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Barrie 1 (Toronto)
Belleville 1, 2 (Peterborough)
Brampton 1, 2 (Toronto)


Q: WHAT'S
HALDIMAND-NORFOLK ?
1,100 sq. miles along the North Shore of Lake Erie on major transportation links, with acres of available industrial land.
The City of Nanticoke, home of Ontario Land Corporation's Townsend Community and Stelco's Lake Erie Industrial Park. New industries include Texaco, Ontario Hydro and Stelco.
The Town of Simcoe, our largest established urban centre, the site of our Alfred W. Judd Industrial Park.
The Town of Dunnville, with a variety of industrial sites, and a major proposed Lake Erie port facility at Port Maitland.
The Town of Haldimand, with industrial land close to Hamilton Civic Airport and major aggregate and gypsum enterprises.
The Township of Delhi, service centre for Ontario's tobacco industry, the site of our newest industrial park.
The Township of Norfolk, an outdoorsman's dream, hunting, fishing, boating, recreational areas as well as industrial opportunities.
A: THAT'S
HALDIMAND-NORFOLK !
BUFFALO
DETROIT
Circle 107 on Brochure Service Card

ONTARIO

Brantford 1, 2 (Hamilton)
Burlington 1, 2 (Hamilton)
Cambridge 1 (Hamilton)
Chatham 1, 2, 3, 6 (Windsor)
Cornwall 1, 2 (Ottawa)
Guelph 1, 2 (Hamilton)
Halton Hills (Toronto)
Hamilton 1, 2, 11
Kingston 1, 2, 13
Kitchener 1, 2 (Hamilton)
London 1, 2, 9, 15, 33
Markham 1 (Toronto)
Mississauga (Toronto)
Newcastle 1, 2 (Toronto)
Newmarket 1 (Toronto)
Niagara Falls 1, 3, 7 (Buffalo, N.Y.)
North Bay 1, 2, 4, 15, 28, 29, 31
Oakville 1, 2 (Toronto)
Oshawa 1 (Toronto)
Ottawa 1, 2, 10, 11, 15, 18, 19, 29, 33
Peterborough 1, 2, 10
Pickering 1 (Toronto)
Richmond Hill 1 (Toronto)
St. Catharines 1 (Buffalo, N.Y.)
St. Thomas 1, 2, 3, 6, 7 (London)
Sarnia 1, 6, 33
Sault Ste. Marie 2, 4, 5, 11, 15, 31
Stoney Creek 1 (Hamilton)
Stratford 1 (London)
Sudbury 1, 2, 4, 15, 29, 31
Thunder Bay 1, 2, 4, 11, 15, 31, 34, 37
Timmins 4, 14, 15, 31
Toronto 1, 2, 9, 10, 11, 12, 13, 15 to 28 incl., 30, 32, 33, 35, 36
Waterloo 1, 2 (Hamilton)
Welland 1, 3, 7 (Buffalo, N.Y.)
Whitby 1, 2 (Toronto)
Windsor 1, 2, 3, 6, 7, 11, 15
Woodstock 1, 2 (London)

Railroads

1. Canadian National
2. Canadian Pacific
3. Norfolk & Western
4. Ontario Northland
5. Algoma Central
6. Chessie System
7. Conrail

Airlines

9. Braniff
10. Air Atonabee
11. Nordair
12. United
13. Torontair
14. Austin Airways
15. Air Canada
16. American
17. Eastern Prov.
18. Canadian Pacific Air
19. Eastern
20. Air Jamaica
21. Republic
22. Alitalia
23. U.S. Air
24. British Arwys.
25. BWIA Intl.
26. KLM
27. Lufthansa
28. Pem Air Limited
29. First Air
30. Swissair
31. Norontair
32. Air France
33. Air Ontario
34. Bearskin Lake Air Svc.
35. Pacific Western
36. Quebecair
37. Superior Airways

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: numerals following name of city designate utilities listed below.
"e" = electric "g" — gas

Barrie — 10e, 23g
Belleville — 32e, 33g
Brampton — 34e, 23g
Brantford — 1e, 19g
Burlington — 19g
Cambridge — 45e
Chatham — 26e, 19g
Cornwall — 27e, 33g
Galt — 19g
Guelph — 3e, 19g
Halton Hills — 46e
Hamilton — 31e, 19g
Kingston — 5eg, 33g
Kitchener — 6eg
London — 7e, 19g
Markham — 37e, 23g
Mississauga — 38e, 23g
Newcastle — 30e
Newmarket — 35e, 23g
Niagara Falls — 24e, 23g
North Bay — 20e, 33g
Oakville — 36e, 19g
Oshawa — 8e, 23g
Ottawa — 4e, 23g
Peterborough — 9e, 23g
Pickering — 23g
Richmond Hill — 39e, 23g
St. Catharines — 11e, 23g
St. Thomas — 40e, 19g
Sarnia — 12e, 19g
Sault Ste. Marie — 14e, 33g
Stoney Creek — 43e, 19g
Stratford — 44e, 19g
Sudbury — 15e, 33g
Thunder Bay — 2e, 33g
Timmins — 16e, 33g
Toronto — 17e, 23g
Waterloo — 22e, 19g
Welland — 29e, 23g
Whitby — 41e, 23g
Windsor — 18e, 19g
Woodstock — 21e, 19g

1. Public Utilities Commission
   Box 308, Brantford N3T 5N8
2. Hydro-Electric Commission
   34 N. Cumberland St.
   "P" Thunder Bay P7A 4L4
3. Board of Light & Heat
   Commissioners 104 Dawson Road,
   Guelph N1H 1A7
4. Hydro-Electric Commission
   Box 8700, Ottawa K1G 3S4
5. Public Utilities Commission
   Box 790, Counter St. at Lappan's
   Lane, Kingston K7L 4X7
6. Public Utilities Commission [Hydro
   Elect Com.]
   P.O. Box 1118, Kitchener N2G 4G7
7. Public Utilities Commission
   Box 2700, Terminal "A", London
   N6A 4H6
8. Public Utilities Commission
   100 Simcoe St., S., Oshawa L1H
   7M7
9. Utilities Commission
   Box 449, Peterborough K9J 6Z5
10. Public Utilities Commission
    Box 7000, Barrie L4M 4V8
11. Public Utilities Commission
    Box 83, St. Catharines L2R 6R8
12. Hydro Electric Commission
    Box 2140, Sarnia N7T 7L6
14. Public Utilities Commission
    765 Queen St., E., Sault Ste. Marie
    P6A 2A8
15. Hydro-Electric Commission
    Box 250, Sudbury P3E 4P1
16. Ontario Hydro
    700 University Ave., Toronto
    M5G 1X6
17. Hydro Electric System
    14 Carlton St., Toronto M5B 1K5
18. Utilities Commission
    787 Quellette Ave., Windor N9A
    5T7
19. Union Gas of Canada, Ltd.
    50 Keil Drive North,
    Chatham N7M 5M1
20. Hydro-Electric Commission
    1350 Fisher St., North Bay P1B 2H1
21. Public Utilities Commission
    Box 245, Woodstock N4S 7X4
22. Hydro Electric Commission
    Box 640, Waterloo N2J 4A3
23. The Consumers' Gas Co., 1st
    Canadian Pl.
    P.O. Box 90, Toronto M5X 1C5
24. Hydro-Electric Commission
    Box 120, Niagara Falls L2E 6S9
26. Public Utilities Commission
    Box 70, Chatham N7M 5K2
27. Cornwall Electric
    1001 Sydney St., Box 1179,
    Cornwall K6H 5V3
29. Hydro-Electric Commission
    Box 280, Welland L3B 5P6
30. Public Utilities Commission
    19 King St., W.,
    Bowmanville L1C 1R2
31. Hydro-Electric Commission
    Box 249, Hamilton L8N 3E4
32. Utilities Commission
    Box 939, Belleville K8N 5B6
33. Northern & Central Gas Corp., Ltd.
    245 Yorkland Blvd.,
    Toronto M2J 1R1
34. Hydro-Electric Commission
    50 Main St., S., Brampton L6Y 1P2
35. Hydro-Electric Commission
    500 Water St., Newmarket L3Y 1M5
36. Public Utilities Commission
    Box 1900, Oakville L6J 5E3
37. Public Utilities Commission
    Box 1600, Markham L3P 3P2
38. Hydro-Electric Commission
    3240 Mavis Rd.,
    Mississauga L5C 3K1
39. Hydro-Electric Commission
    10,184 Yonge St.,
    Richmond Hill L4C 1T6
40. Public Utilities Commission
    Box 400, St. Thomas N5P 3V4
41. Public Utilities Commission
    128 Brook St. S., Whitby L1N 5R8
43. Hydro-Electric Commission
    72 King St., E.,
    Stoney Creek L8G 1K2
44. Public Utilities Commission
    Box 397, Stratford N5A 6T5
45. Hydro-Electric
    Box 1060, Cambridge N1R 5X6
46. Public Service Commission
    66 Mill St., Georgetown L7G 3H7

Climate

	Mean Temp. F. Jan	Jul.	Average No. of Days of Precipitation
London	21	69	165
Ottawa	12	69	152
Thunder Bay	5	64	141
Toronto	24	71	134
Windsor	24	72	137

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	778	5,701
Calcium (kg)	531	3,422
Cobalt (kg)	1,686	106,901
Copper (kg)	259,349	673,255
Gold (g)	18,384	432,243
Iron ore (metric ton)	6,345	260,676
Lead (kg)	7,680	8,356
Magnesium (kg)	9,252	27,822
Nickel (kg)	145,608	1,154,862
Platinum group (g)	12,776	159,088
Selenium (kg)	43	1,069
Silver (kg)	444	343,622
Tellurium (kg)	5	246
Tin (kg)	103	1,990
Uranium (U, kg)	4,394	463,454
Zinc (kg)	251,537	244,277
Barite	. . . .	750
Gemstones	. . . .	52
Gypsum (metric ton)	740	5,729
Nepheline syenite (metric ton)	600	15,936
Peat (metric ton)	8	795
Quartz (metric ton)	936	9,565
Salt (metric ton)	5,208	71,417
Soapstone, talc, pyrophyllite	. . . .	1,437
Sulfur in smelter gas (metric ton)	521	12,539
Sulphur, elemental (metric ton)	21	906
Natural gas (tcm)	363	27,301
Petroleum, crude (cm)	93	9,736
Clay products	. . . .	58,000
Cement (metric ton)	3,397	163,056
Lime (metric ton)	1,759	87,950
Sand and Gravel (metric ton)	102,174	191,000
Stone (metric ton)	31,529	106,300
Grand Total		
Ontario 1980		**4,640,453**

Industrial Development Counselors

Province Development Agency

Girvin, David
Asst. Deputy Minister — Industry
Ministry of Industry & Tourism
900 Bay Street
Toronto M7A 2E1
416/965-4036

Motor Carriers

Flott, Stephen, Exec. V.P.
Ontario Trucking Assoc.
555 Dixon Rd.
Rexdale, M9W 1H8

Maclaren, A. K., Exec. Dir.
Canadian Trucking Assoc.
130 Alberta St. Suite 300
Ottawa, K1P 5G4

Utilities, Banks, Areas & Others

Belleville
Bemis, F. E., CID
Commissioner
Belleville Econ. Dev. Cmsn.
City Hall, K8N 2Y8
613/962-6211 or 968-6481

Brantford
Berryman, Lloyd F., Dev. Comm'r.
100 Wellington Sq., City Hall N3T 2M3
519/759-4150 Ext 41

Cambridge
McCulloch, Wm., Asst. Mgr.
Dept. of Industry & Commerce
Corp. of the City of Cambridge
73 Water St. North
Box 963 N1R 3B4
519/623-1340

Cayuga
The Director of
Economic Development
Regional Municipality,
Haldimand-Norfolk
P.O. Box 2002
416/722-3337

Cornwall
Moskowitz, W. L., Dir. ED
City of Cornwall
Box 37, 360 Pitt St. K6H 5R9
613/933-0074

Hamilton
Ghanem, Saad C.I.D.
Hamilton-Wentworth Reg. Munic.
119 King St. West
Box 910 L8N 3V9
416/526-4222

Kingston
Pare, G. Cecil, Commsnr. ED
Kingston Area Econ. Dev. Comm.
275 Ontario St., Suite 102
K7K 2X5
613/544-2725

Kitchener
Gilles, Archie J., Mng. Dir.
C. of C., Box 2367,
Station "d" N2H 6M2
519/576-5000

Niagara Falls
Montgomery, J. A., Ind. Comm'r.
Bus. & Ind. Growth Agency Inc.
C. of C. Bldg.
4616 Ontario Ave., L2E 3P9
416/357-0800

Ottawa
Marshall, Wm., Gen Mgr.
Comm. & Ind. Dev. Corp. of
Ottawa-Carleton
222 Queen St., K1P 5V9
613/236-3500

Nickerson, Malcolm L., V.P.
Robertson, Nickerson
Group Assoc. LTD.
Suite 610
75 Albert St., K1P 5E7
613/238-4625

Pembroke
Campbell, Angus, Mayor
Corp. City of Pembroke
P.O. Box 277
K8A 6X3
613/735-6821

St. Catharines
Burke, Ken W., Dir.
City Bus. Dev. Dept.
Box 3012, L2R 7C2
416/688-5600

Fischer, Matthew H., Exec. Dir.
St. Catharines Downtown Assoc.
P.O. Box 813, Unit A3
158 King St., L2R 6Y3

Stratford
Blowes, Nancy, Mgr.
Chamber of Commerce
38 Albert St., N5A 3K3
519/271-5140

THUNDER BAY ONTARIO CANADA

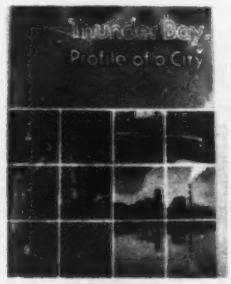
Investigate the potential benefits of establishing your branch plant in an uncrowded community in the heart of the continent, astride the best transportation-communication system in Canada.

At the front door of THUNDER BAY is the third largest port in Canada and the top step of the Great Lakes—St. Lawrence Seaway leading to world markets. East and west of the city, two transcontinental railways can equally serve markets in Canada and the U.S.A.

The area has the right combination of Federal and Provincial grants and loans to financially assist a new enterprise to quickly become established and profitable.

To top it off, your employees lead a happy and satisfied life surrounded by a tremendous all season recreational area for leisure time enjoyment.

Find out more facts about Thunder Bay by asking for a statistical booklet "Profile of a City".



Economic Development Department
City of Thunder Bay
141 South May St.
Thunder Bay, Ontario
P7E 5V3

Circle 108 on Brochure Service Card

Thunder Bay
McFadden, G. W., Mgr.
Ec. Dev. Dept.
City of Thunder Bay
141 S. May St. P7E 5V3
807/623-2711 Ext. 467

Toronto
Blanchard, John B., Dir. Dev. Branch
Ministry of Ind. & Tourism
Rm. 629-Hearst Block,
900 Bay St. M7A 2E4
416/965-2085

Boltman, Myron L., Gen. Mgr., VP
Ind. Dev. Div. — Bramalea LTD.
1867 Yonge St., M4S 1Y5
416/487-3871

Doty, Robert V., Reg. Mgr.,
CN Rail, 20 York St., M5J 1E7
416/365-3456

Gray, Neil
Fenco Consultants Ltd.
1 Yong St., M5E 1E7
416/222-1556

Jackman, Wm. H., Prop. Mgr.
Toronto Harbour Comm.
60 Harbour St. M5J
416/863-2030

LeBlanc, Guy, Econ. Cnslr.
Quebec Gov't/Office
2-th Flr., Box 391
Commerce Court N., M5L 1G3
416/868-1754

Marshall, James G., Mgr. Ind. Dev.
CN Rail, 416 Union Station, M5J 1E4
416/365-3129

McHugh, I. Naish, ID Offcr.
Plng. & Dev. Dept.
19th Flr., West Tower
City of Toronto
New City Hall, MeH 2N2
416/367-7570

Mepham, James C., Mgr.
Acquisition Services
Commercial Dev. Div.
The Toronto Dominion Bank
P.O. Box 1
Toronto Dominion Centre, M5K 1A2
416/866-8182

Peci, Robert E., Gen. Mgr.
Bank of Nova Scotia, Rm. 1408
44 King St. W. M5H 1E2

Scott, Douglas N., Supt. Bus. Dev. Div.
Canadian Imperial Bank of Commerce
Commerce Ct. W.-7, M5L 1A2
416/862-3653

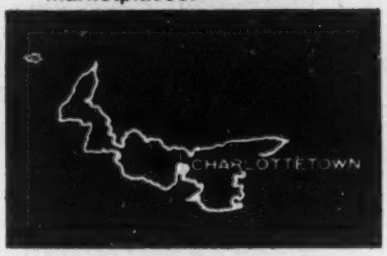
Wooton, R. J., Mgr. ID Dept.
Canadian Imperial Bank of Commerce
Commerce Crt. W., M5L 1A2
416/862-3631

Welland
Kerchi, V., Dev. Comm. Mgr.
411 E. Main St. L3B 3X4
416/735-1700

Whitby
Nicol, Robert J., D. Off.
Reg. Munic. of Durham
605 Rossland Rd. L1N 1C4
416/668-8000

Windsor
Moore, James R., Dev. Comm'r
Windsor-Essex Cty. Dev. Comm.
Place Goyeau (at Chatham),
N9A 2W1
519/256-9200

Circle adjacent number on ACTION CARD for Ontario Free Literature
CIRCLE NO.
170 **PROVINCE OF ONTARIO** — *The Profit Centre,* explains why Ontario is one of N. America's strategic marketplaces.



PRINCE EDWARD ISLAND

Province Information

Financial assistance to industry:
Aid for job training
DREE grants
Loans to small business (25-50% capital costs, location or expansion)

Tax rates:
Corporate income tax 10%
Personal income tax
.....52.5% of basic Federal

Real property tax:
Residential ..... $.65/$100
Non-Commercial ..... $.75/$100
Commercial .....$1.50/$100
Sales tax 9%

Advanced education facilities:
Four-year colleges and universities 1
Two-year or junior colleges 1
Vocational and business schools ...4
Source: **Prince Edward Island Department Tourism, Industry, Energy**

Environment Controls

Air & Water Pollution

Prince Edward Island Dept. of the Community Affairs, Box 2000 Charlottetown. C1A 7N8
902/892-3561

Population

	Census 1976	Estimate 1981
	—Thousands—	
PRINCE EDWARD ISLAND	118.2	124.1

NA = Not Available

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
PRINCE EDWARD ISLAND		
2.7	. . . .	. . . .

Unemployment

Work Force and Rate—11/81

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
PRINCE EDWARD ISLAND		
46	7	13.4

(figures are unadjusted for seasonal variation)

Industrial Mix—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
2.7	. . . .	. . . .

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below.

Charlottetown 1, 2, 3

Railroads

1. Canadian National

Airlines

2. Eastern Provincial Airways
3. Air Canada

Utilities

Electric Utility Serving Charlottetown

Maritime Electric Co., Ltd., Box 1328, 134 Kent St. Charlottetown C1A 7N2

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Sand and Gravel (metric ton)	889	2,340
Grand Total Prince Edward Island 1980		**2,340**

Climate

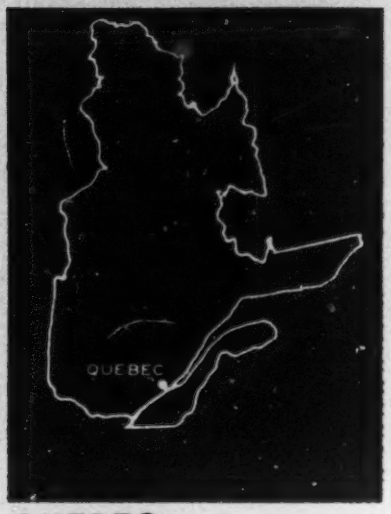
	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Charlottetown	20	65	169

Industrial Development Counselors

Province Development Agency

Hon. Barry Clark, Minister
Prince Edward Island Dept. of Tourism, Industry & Energy
Box 2000, Charlottetown
902/894-4821

Circle adjacent number on ACTION CARD for Prince Edward Island Free Literature
CIRCLE NO.
171 **PROVINCE OF PRINCE EDWARD ISLAND** — Information on industrial parks in Charlotte Town & Summerside Counties.



QUEBEC

Province Information

Consulting services: product & market information, site selection, joint venture partners, licensing agreement

Financial assistance to industry:
- Tax incentives
- Aid for job training
- Investment grants
- Financing at low interest

Tax rates:

Corporate income tax
.....13-38% — 1982 (inc. Canadian)
..13-35.5% — 1983 (inc. Canadian)
Personal income tax
Max. 50% — 1980 (inc. Canadian)
Sales tax
manufacturers generally exempted
Personal property tax $3.00 to $3.50/$100
Incorporation tax
.....0.45% capital stock

Advanced education facilities:
Three-year colleges and universities 7
Two-year or junior colleges vocational and business training schools ..37

Source: **Quebec Department of Industry, Commerce & Tourisme**

Environment Controls

Air & Water Pollution

Guy Audet, Mgr. Dept. of the Environment, 2360, Chemin Ste-Foy Sainte-Foy, Quebec GIV 4H2
418/643-7456

Population

Cities over 25,000

	Census 1976 —Thousands—	Estimate 1981 —Thousands—
QUEBEC	6,234.4	6,325.4
Alma	25.3	27.5
Anjou	36.1	37.0
Aylmer	25.1	30.6
Beauport	55.0	55.2
Boucherville	25.2	31.2
Brossard	37.1	54.4
Cap-de-la Madeleine	31.8	36.2
Charlesbourg	62.4	71.3
Chateauguay	36.2	39.4
Chicoutimi	56.7	61.5
Cote-St-Luc	25.0	26.0
Dollard-des-Ormeaux	36.3	48.1
Drummondville	28.9	29.2
Gatineau	71.5	82.2
Granby	36.7	36.7
Hull	58.2	55.2
Jonquiere	60.4	60.5
Lachine	40.9	34.0
LaSalle	73.4	77.1
Laval	241.3	256.2
Longueuil	120.0	131.9
Montreal	1,060.0	939.1
Montreal-Nord	95.0	104.1
Pierrefonds	34.6	38.0
Pointe-aux-Trembles	37.5	36.0
Quebec	174.0	159.6
Repentigny	26.5	34.3
Rimouski	27.6	29.6
St.-Bruno-de-Montarville	—	27.2
St. Eustache	—	26.3
Ste. Foy	70.4	70.3
St. Hubert	48.4	57.4
St. Hyacinthe	36.8	47.0
St. Jean-sur-Richelieu	34.0	35.7
St. Laurent	62.8	63.1
St. Leonard	78.6	111.1
Sept-Iles	30.2	35.2
Sherbrooke	75.1	69.5
Trois-Rivieres	51.8	52.8
Valleyfield		
(Salaberry-de-)	29.4	27.5
Verdun	67.5	60.1

Census Metropolitan Areas

	Census 1976 —Thousands—	Estimate 1981 —Thousands—
Chicoutimi — Jonquiére	127.2	132.9
Montreal	2,758.8	2,742.4
Quebec	534.2	560.3

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
QUEBEC		
467.8	38.4	8.51
Chicoutimi		
12.2	. . . .	. . . .
Drummondville		
5.9	37.7	7.36
Granby		
6.0	37.7	7.40
Montreal		
247.0	38.2	8.37
Quebec City		
17.3	38.4	9.29
Shawinigan		
6.1	38.7	10.68
Sherbrooke		
8.1	38.2	7.32
Sorel		
7.6	36.2	10.10
St-Hyacinthe		
4.3	37.1	7.52
St-Jean		
6.5	38.3	7.29
St-Jerome		
3.7	40.3	7.45
Trois Rivieres		
10.4	37.9	9.51
Valleyfield		
7.0	39.0	9.97

Unemployment

Work Force and Rate—11/81

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
QUEBEC		
2,616	321	10.9

(figures are unadjusted for seasonal variation)

Industrial Mix—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
467.8	38.4	8.51
DURABLE GOODS		
187.6	39.8	9.09
NONDURABLE GOODS		
280.2	37.6	8.11
Food and Beverages—SIC 100-147		
54.6	38.6	8.31
Tobacco Processing and Products—SIC 150-153		
4.7	36.6	11.28
Rubber Products—SIC 160-169		
5.2	38.5	8.40
Leather Products—SIC 170-179		
9.8	36.2	5.85
Textile Products—SIC 180-229		
31.6	38.6	6.58
Knitting Mills—SIC 230-239		
9.9	37.9	5.65
Clothing—SIC 240-249		
51.4	34.1	6.00
Wood Products—SIC 250-259		
20.1	40.6	7.43
Furniture and Fixtures—SIC 260-269		
13.1	39.9	6.73
Paper and Allied Industries—SIC 270-274		
45.1	39.8	11.03
Printing, Publishing and Allied Industries—SIC 280-289		
18.6	35.3	10.53
Primary Metal Industries—SIC 290-298		
31.6	39.3	11.05
Metal Fabricating Industries—SIC 300-309		
27.5	39.0	8.93
Machinery, except Electrical—SIC 310-318		
16.1	39.7	9.17
Transportation Equipment—SIC 320-329		
38.5	40.1	9.81
Electrical Products—SIC 330-339		
28.5	39.0	8.56
Nonmetallic Mineral Products—SIC 340-359		
12.1	. . . .	. . . .
Chemicals and Chemical Products—SIC 370-379		
26.0	39.1	9.10
Miscellaneous Manufacturing Industries—SIC 380-399		
18.7	38.3	6.52

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (M) = Montreal.

Alma (Quebec)
Anjou (M)
Aylmer 2 (Ottawa, Ont.)
Beauport 1 (Quebec)
Boucherville 1 (M)

Brossard 1 (M)
Cap de la Madeleine 2 (Quebec)
Charlesbourg 1 (Quebec)
Chateauguay 3 (M)
Chicoutimi 1 (16 thru Saguenay)
Cote-St.-Luc (M)
Dollard-des Ormeaux (M)
Drummondville 1, 2 (M)
Gatineau 2, 16
Granby 1 (M)
Hull 2 (Ottawa, Ont.)
Jonquiere 1 (16 thru Saguenay)
Lachine 1, 2 (M)
LaSalle 2, 3 (M)
Laval (Ville de) (M)
Longueuil 1 (M)
Montreal 1, 2, 3, 6 to 39 incl.
Montreal N. 1 (M)
Outremont 2, 3 (M)
Pierrefonds (M)
Pointe-aux-Trembles 1 (M)
Pointe Claire 1, 2 (M)
Quebec City, 1, 2, 13, 16, 22, 37
Repentigny (M)
Rimouski 1, 37
Ste. Foy 1 (Quebec)
St. Hubert 1 (M)
St. Hyacinthe 1 (M)
St. Jean 1 (M)
St. Jerome 1, 2 (M)
St. Laurent 1 (M)
St. Leonard 1 (M)
Sept-Iles 5, 13, 16
Sherbrooke 1, 2 (M)
Trois Rivieres 1, 2 (Quebec)
Valleyfield 1, 3 (M)
Verdun (M)

Railroads

1. Canadian National
2. Canadian Pacific
3. Conrail
5. Quebec North Shore & Labrador

Airlines

6. Aeroflot
7. Canadian Pacific Air
8. Eastern Provincial
9. Air France
10. Alitalia
11. British Airways
12. U.S. Air
13. Air Canada
14. Delta
15. Eastern
16. Quebecair
17. Czechoslovak
18. El Al
19. Iberia
20. KLM
21. Lufthansa
22. Nordair
23. Republic
24. Sabena
25. Empire
26. Swissair
27. TAP Air Portugal
28. Torontair
29. Aerolineas Argentinas
30. Cubana
31. LOT Polish
32. Royal Air Maroc
33. American
34. Air Atonabee
35. Finnair
36. First Air
37. Braniff
38. Pilgrim Airlines
39. Pem-Air Limited

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Alma — 1e, 7e
Anjou — 1e, 2g
Aylmer — 1e, 3g
Beauport — 1e
Boucherville — 1e, 2g
Brossard — 1e, 2g
Cap de la Madeleine — 1e
Charlesbourg — 1e
Chateauguay — 1e
Chicoutimi — 1e
Cote-St-Luc — 1e, 2g
Dollard-des-Ormeaux — 1e, 2g
Drummondville — 1e
Gatineau — 1e, 3g
Granby — 1e
Hull — 1e, 3g
Jonquiere — 4e
Lachine — 1e, 2g
LaSalle — 1e, 2g
Laval — 1e, 2g
Longueuil — 1e, 2g
Montreal — 1e, 2g
Montreal N — 1e, 2g
Outremont — 1e, 2g
Pierrefonds — 1e, 2g
Pointe-aux-Trembles — 1e, 2g
Pointe Claire — 1e, 2g
Quebec City — 1e
Repentigny — 1e
Rimouski — 1e
Ste. Foy — 1e
St. Hubert — 1e, 2g
St. Jean — 1e
St. Jerome — 1e
St. Laurent — 1e, 2g
St. Leonard — 1e, 2g
Sept-Iles — 1e
Sherbrooke — 6e, 5g
Trois Rivieres — 1e
Valleyfield — 1e, 2g
Verdun — 1e, 2g

1. Hydro-Quebec
   75 Dorchester Blvd. W., Montreal H2Z 1A4
2. Gaz Metropolitan, Inc.
   1155 Dorchester W, Suite 3201
   Montreal H3B 357
3. Gazifere Inc.
   125 Jean Prouex, Hull J8Z 1T4
4. Jonquiere Electric Dept.
   300 Ste. — Famille, Jonquiere G7X 7W7
5. Gas du Quebec
   1717 Du Havre, Montreal H2K 2X3
6. Hydro-Sherbrooke
   1800 Roy St., Sherbrooke J1K 1B6
7. Alma Electric System
   Lac St. Jean, Alama G8B 3R

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	98	719
Columbium ($Cb_2 O_5$) (kg)	2,463	15,302
Copper (kg)	97,728	253,696
Gold (gram)	15,548	357,954
Iron ore (metric ton)	17,449	531,011
Iron, remelt	. . . .	118,990
Lead (kg)	88	96
Molybdenum (kg)	709	17,859
Selenium (kg)	171	6,088
Silver (kg)	59	45,881
Tellurium (kg)	4	185
Zinc (kg)	65,599	63,706
Asbestos (metric ton)	1,151	495,526
Magnesitic dolomite and brucite	. . . .	10,404
Peat (metric ton)	208	15,761
Pyrite, pyrrhotite (metric ton)	32	345
Quartz (metric ton)	703	11,022
Soapstone, talc, pyrophyllite	. . . .	1,400
Sulfur in smelter gas (metric ton)	83	1,995
Titanium dioxide (mt)	. . . .	117,060
Clay products	. . . .	13,578
Cement (metric ton)	2,765	128,999
Lime (metric ton)	366	19,859
Sand and Gravel (metric ton)	64,806	77,593
Stone (metric ton)	54,657	161,766
Grand Total Quebec 1980		**2,466,795**

Climate

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Montreal	16	71	164
Quebec	11	67	164
Sherbrooke	15	68	170

Industrial Development Counselors

Province Development Agency

Jones, Robert G., Chief
Industrial Promotion Service
Dept. of Industry, Commerce & Tourism
Gov't of Quebec
1, Place Ville Marie, Suite 2300
Montreal H3B 3M6
514/873-3530

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Alary, Jacques, Exec. V.P.
Trucking Assoc. of Quebec, Inc.
1259 Berri
Montreal H2L 4C7

Railroads

Industrial Development Directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Alma
Fortin, Louis-Gaétan.
Federation des caisses d'entraide economique du Quebec
540 Sacre-Coeur G8B 1H2
418/662-6595

Drummondville
Bernier, Philippe, Pres.
Ind. Corp. of Drummondville
415, rue Lindsay, J2B 1G8
819/478-8295

NIJDAM, Georges, Coordn.
Econ. Dev. Services
City of Drummondville
415 Lindsay, C.P. 398
819/477-5511

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For information: Charles Robitaille, (514) 744-6611
777, boulevard Laurentien, Saint-Laurent,
Québec, Canada H4M 2M7

Saint-Laurent: The Centre City

Granby
Bolvin, Horace P., I.D. Comnr.
87 Main St., J2G 2T7
514/372-6671

Hull
Materazzi, Franco, Dir
Société d' aménagement
de l'Outaouais
Maison du Citoyen
25 Laurier Street
P.O. Box 1666, J8X 3Y5
819/770-1500

Montreal
Bleau, J. Andre, Dir.
Reg. Bureau, Ministry of Ind. Commerce & Tourism, Gov't. of Quebec
23 è éstage,
1 Place Ville Marie
H3B 3M6
514/873-5240

Birchall, Ray
Bus. Dev. & Promo. Office
C.N. Rail
P.O. Box 8100, H3C 3N4
514/877-4592

Dussault, Jean B., Mgr. Bus. Dev.
Royal Bank of Canada
5 Ville Marie Place, H3C 3A9
514/874-8787

Flintoft, J. D., Ind. Dev. Mgr.
Canadian Pacific Railways
Windsor Station H3C 3E4
514/395-7078

Girard, Ghislain L., Dir. General
Société Inter-Port
de Quebec
17, rue St. Louis
418/643-8713

Joly, Oliver, Dir. Ind. Expans.
Canadian National Railways
C.P. 8107, 800 Boul. Dorchester
ouest, H3N 3N3
514/877-3559

Labonte, Jean, Pres. & Dir. Gen.
Ind. Dev. Society of Quebec
4205 Edifice Tour de La
Bourse, C.P. 276

Simms, D. N., Dir.
ID, Mktg. & Sales
CP Rail
1134 St. Catherines St. W.
H3C 3E4
514/395-6573

Repentigny
Landry, Rene M., Dir., Ec. Comm.
435 Boul. Iberville
514-585-2660

Rimouski
Ouellet, Ronnie, Ind. Comr.
City of Rimouski Promo. Corp.
C.P. 710 G5L 7C7
418/724-3130

St. Hyacinthe
Desrosiers, Guy. Dir.
Ind. Promotion Corp.
1555 Rue Girouard, J2S 2Z6
514/773-4232

Saint-Jean-Sur-Richelieu
Heroux, Etienne, ID Comm'r.
Ind. Dev. Commns.
188 Nord, Rue Jacque Cartier J3B 6T2
514/861-3397

Saint Laurent
Robitaille, Charles, Dir.
Saint-Laurent Econ. Dev. Dept.
City of Saint-Laurent
777 Laurentien Blvd. H4M 2M7
514/744-6411

Sherbrooke
Mignault, Daniel Ind. Comm'r.
City of Sherbrooke
Box 1355 J1H 5L9
819/565-3216

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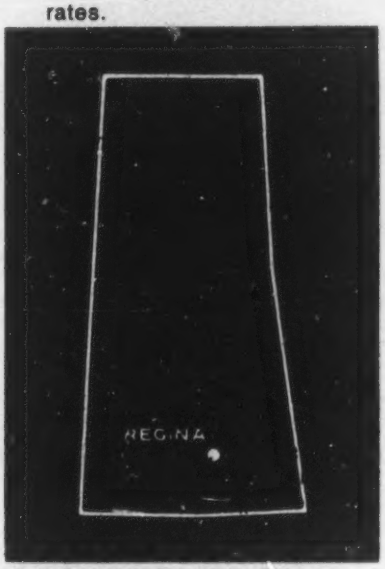

SASKATCHEWAN

Province Information

Financial assistance to industry:

Aid for job training
Management development assistance
Small industry development loans
Product Development loans
Promotion of new products
Market & feasibility studies
Interest abatement program

Tax rates:

Basic Federal corp. tax 46%
Basic provincial tax 10%
(If qualifies for small business deduction; otherwise 14%)
Personal income tax ..... 53% of Fed. tax plus 10% surtax on any taxes over $4000. A 9% reduction of fed. tax is allowed subsequent to 1979; minimum ded.-$200, max.-$500.
Sales tax 5%

Advanced education facilities:

Universities 2
Institutions of Applied Arts & Sciences 3
Two-year or junior colleges 14
Vocational and business schools ... 4

Source: **Saskatchewan Department of Industry & Commerce.**

Population

Cities over 25,000

	Census 1976	Estimate 1981
	—Thousands—	
SASKATCHEWAN	921.3	975.9
Moose Jaw	31.9	33.6
Prince Albert	28.2	30.4
Regina	147.5	163.7
Saskatoon	132.3	140.6

Census Metropolitan Areas

	Census 1976	Estimate 1981
	—Thousands—	
Regina	149.0	165.3
Saskatoon	132.3	140.6

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
SASKATCHEWAN		
17.3	36.5	10.19
Regina		
6.1	35.7	10.69
Saskatoon		
5.3	36.3	9.11

Unemployment

Work Force and Rate—11/81

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
SASKATCHEWAN		
428	22	4.8

(figures are unadjusted for seasonal variation)

Industrial Mix—7/81

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
17.3	36.5	10.19
DURABLE GOODS		
8.6	36.3	10.74
NONDURABLE GOODS		
8.7	36.8	9.55
Food and Beverages—SIC 100-147		
4.9	37.2	9.42
Petroleum and Coal Products—SIC 360-369		
0.4	. . . .	. . . .

Transportation

Railroads and Airlines Serving Cities of 25,000 or more.

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Moose Jaw 1, 2 (Regina)
Prince Albert 1, 2, 4, 7
Regina 1, 2, 3, 4, 5, 8
Saskatoon 1, 2, 3, 4, 5, 6, 8

Railroads

1. Canadian National
2. Canadian Pacific

Airlines

3. Air Canada
4. Norcanair
5. Pacific Western
6. Perimeter
7. Aero Trades (Western)
8. Frontier

Environment Controls

Air & Water Pollution

Saskatchewan Dept. of the Environment, Hurnford House — 1855 Victoria Ave., Regina, Saskatchewan, Canada S4P 3V5. 306/565-6167

Utilities

Electric and Gas Utilities serving Cities over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Moose-Jaw — 1eg
Prince Albert — 1eg
Regina — 1eg
Saskatoon — 2e, 1g

1. Saskatchewan Power Corp.
   2025 Victoria Ave. Regina S4P 0S1
2. Saskatoon Electric Dept.
   414 Ave. B South, Saskatoon S7M 1M8

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	6	39
Copper (kg)	5,194	13,485
Gold (g)	360	8,287
Selenium (kg)	11	275
Silver (kg)	6	4,422
Tellurium (kg)	1	55
Uranium (U) (kg)	2,345	238,584
Zinc (kg)	5,276	5,123
Peat (metric ton)	5	606
Potash (K_2O) (metric ton)	7,201	1,020,705
Quartz (metric ton)	105	870
Salt (metric ton)	332	13,458
Sodium sulfate (mt)	. . . .	27,772
Coal (metric ton)	5,971	34,235
Natural gas (tcm)	1,316	20,932
Natural gas by-products (cm)	119	10,145
Petroleum, crude (cm)	9,347	864,036
Clay products	. . . .	3,183
Cement (metric ton)	370	30,200
Sand and Gravel (metric ton)	9,828	18,204
Grand Total Saskatchewan 1980		**2,314,616**

Industrial Development Counselors

Province Development Agency

Bugera, Jeff, Deputy Minister
Saskatchewan Dept. of Ind. & Commerce
Saskatchewan Power Bldg., 7th Flr.
Regina S4P 3V7
306/565-2232

Motor Carriers

Durbin, T. D., Exec. Dir.
Saskatchewan Trucking Assoc.
1335 Wallace St.
Regina S4N 3Z5

Utilities, Banks, Areas & Others

Prince Albert
Charrett, Doug, Dir.
Planning & Dev.
City of Prince Albert
1521-6th Ave. W. S6V 5K2
306/764-5251 Ext. 224

Regina
Walker, John S. Dir., Ind. Dev. & PR
City of Regina, Box 1790 S4P 3C8
306/569-7486

Donally, Robert O.,
Program Mgr., Oper. Div.
Dept. of Ind. & Comm.
Province of Saskatchewan
Power Bldg., S4P 3V7

Saskatoon
Dickson, Harvey J., Asst. Dir.
Sask. Dept. of Industry & Comm.
122-3rd Ave. N., S7K 2H6
306/664-5750

Fairlie, David R., ID Mgr.
City of Saskatoon, City Hall, S7K 0J5
306/664-9507
Shyluk, Dona, Lynn,
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306/664-9505

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Cleveland County
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Cornwall TR1 3
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Milton Keynes Development Corporation
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Milton Keynes MK17 8LX
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Merseyside County Economic Development Office
Merseyside County Council
Tithebarn House
Tithebarn Street
Liverpool L2 2PH
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Warrington & Runcorn Dev. Corp.
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Lothian Region Development Auth.
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North East Fife District Council
County Buildings
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Glasgow
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Industrial Dev. Office
Industrial Development Unit
Strathclyde Regional Council
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Glenrothes Development Corp.
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Cwmbran
Gwent NP44 1XZ, U.K.
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Chief Technical Officer
Borough of Torfaen
Council Offices
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Pontypool
Gwent NP4 6YB
Telephone: Pontypool 2471

Wrexham
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Wrexham Maelor Borough Council
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Wrexham LL11 1AY C1wyd, U.K.
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IRELAND

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New York, N.Y. 10017

Ian Walters
Northern Ireland Industrial Development Office
British Consulate-General
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New York, N.Y. 10155
Telephone: 212/593-2258
Telex: 230 126919

FOREIGN

Antiqua
Edmund H. Lake, Director
Antiqua Dept. of Tourism & Trade
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Argentina
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Economic & Commercial Embassy of Argentina
1600 New Hampshire Ave. N.W.
Washington, D.C. 20009
Telephone: (202) 265-4557

Australia
Senior Trade-Commissioner
Office of the Australian Trade Commission
Australian Consulate General
636 Fifth Ave.
New York, N.Y. 10111

Austria
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Austrian Trade Commissioner
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Barbados
The Director
Barbados Industrial Development Corporation
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Belgium
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Industrial Section
Belgian Consulate General
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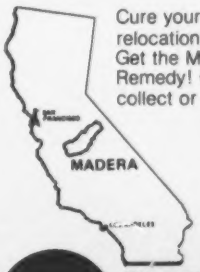

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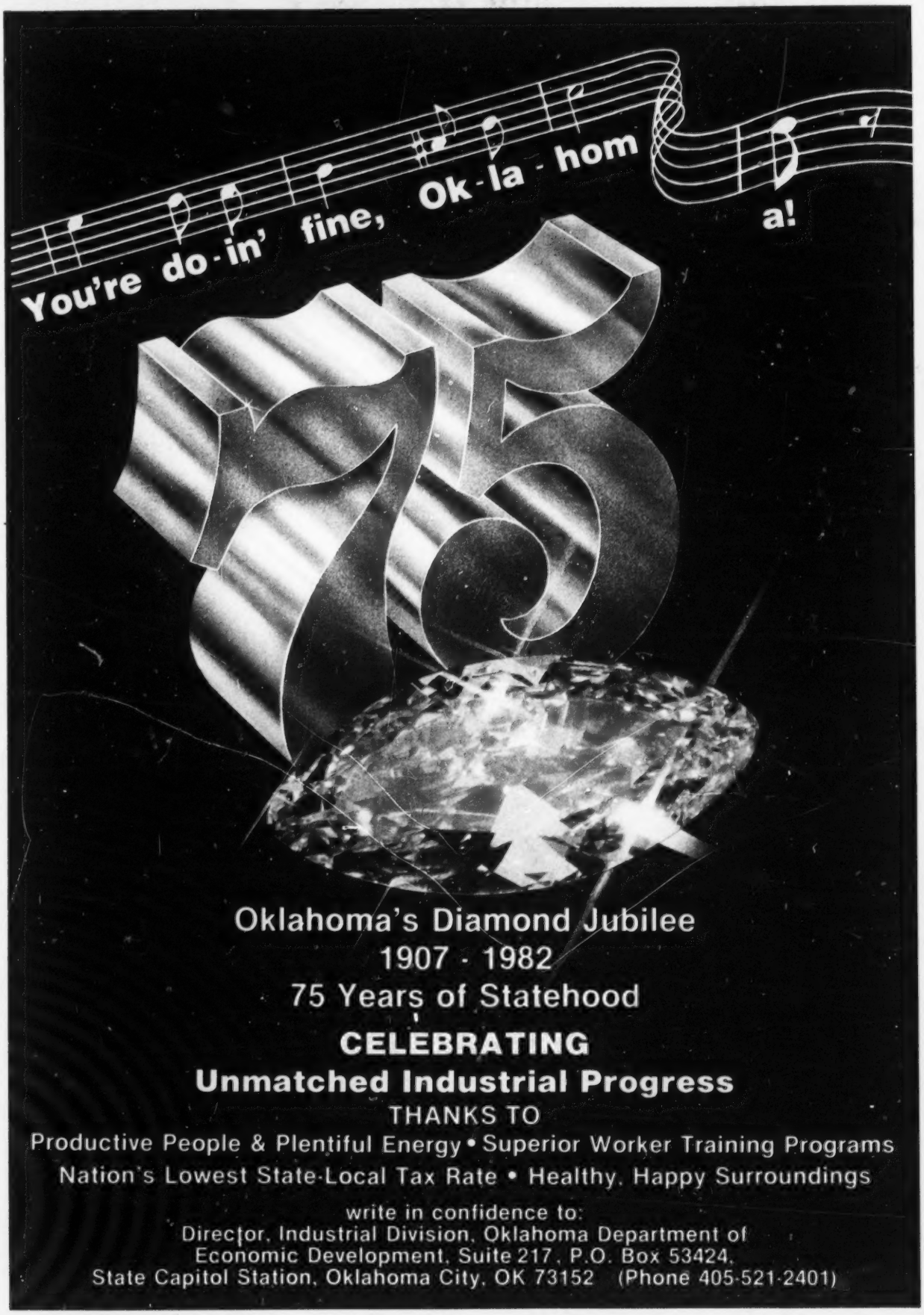
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